



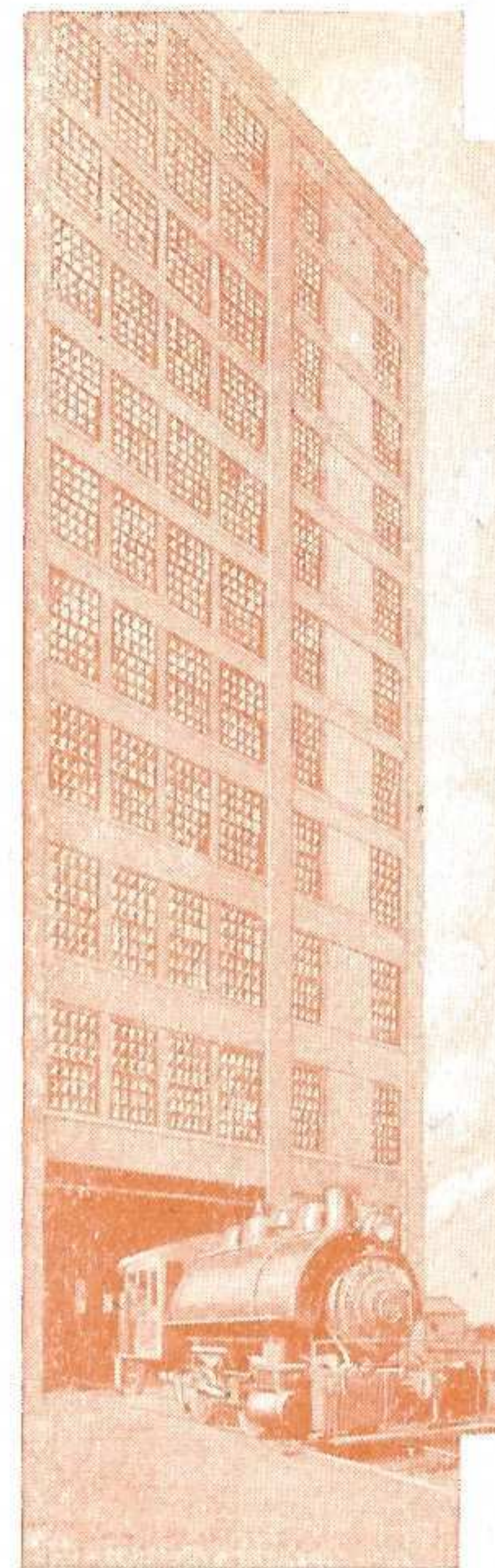
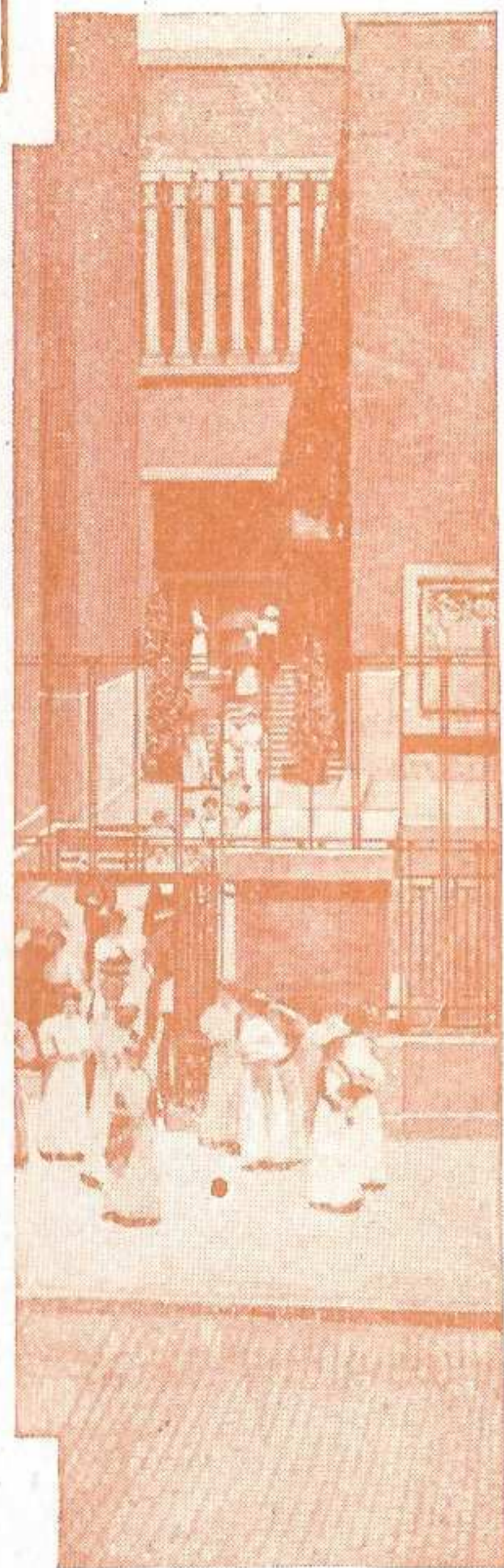
YOUR TRIP
THRU THE
LARKKIN
FACTORIES

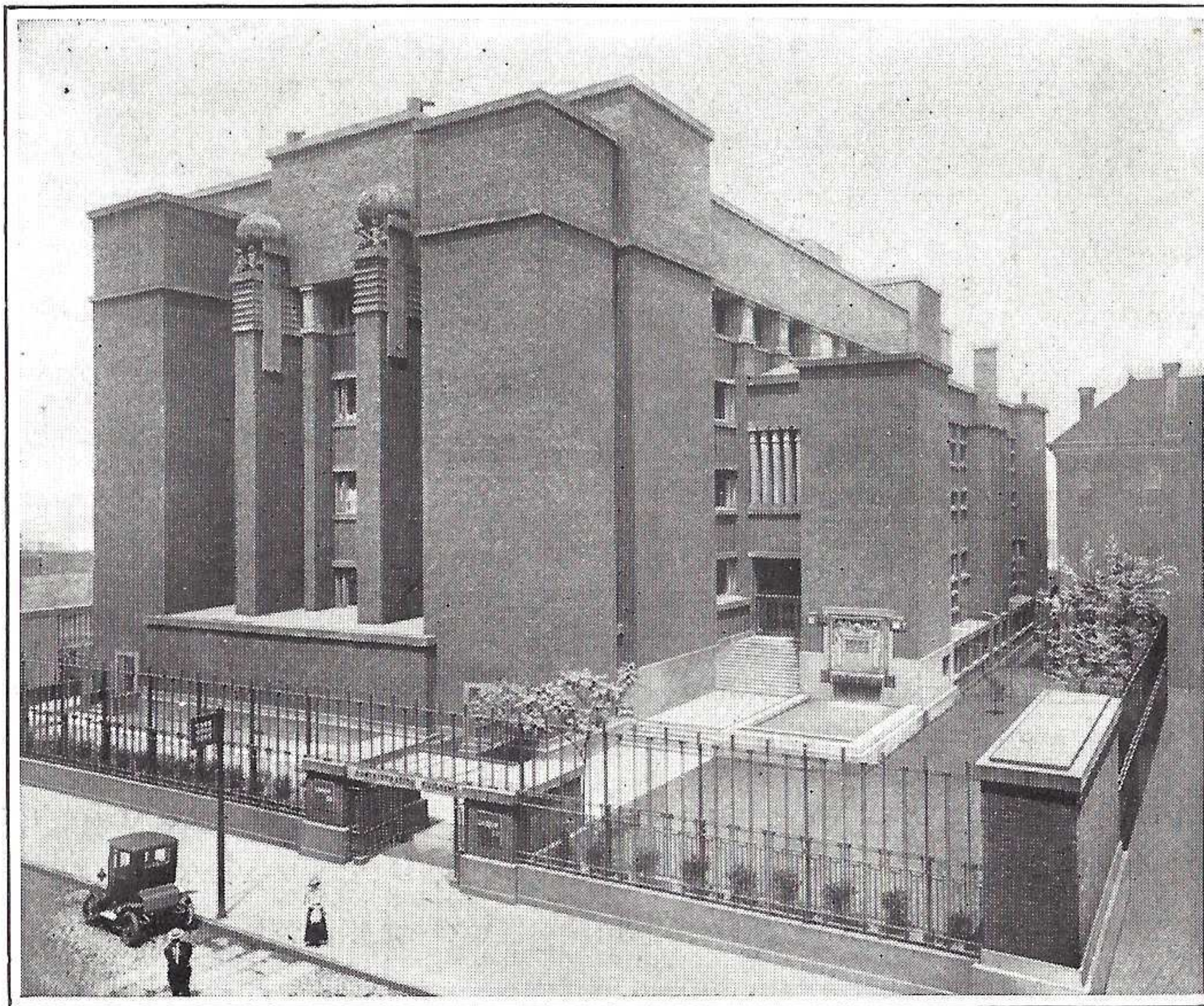
1907

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YOUR TRIP THRU THE LARKIN FACTORIES

This little book is your picture-and-prose
Trip Thru the Larkin Factories at Buffalo.
If you have made the trip in person, this is
our Souvenir of your visit. If we have not
yet received you here, please accept this,
our hearty invitation to visit us.





The Larkin Administration Building, known to millions of American housewives as "The Home of the Larkin Idea"

YOUR TRIP THRU THE LARKIN FACTORIES



It was evening in the Bright home. Mr. Bright was reading his evening paper. Mrs. Bright was engaged on one of those endless pieces of work she always has waiting in her sewing-basket. And as she sewed her mind strayed towards the duties of the morrow, chief among which was the week's shopping.

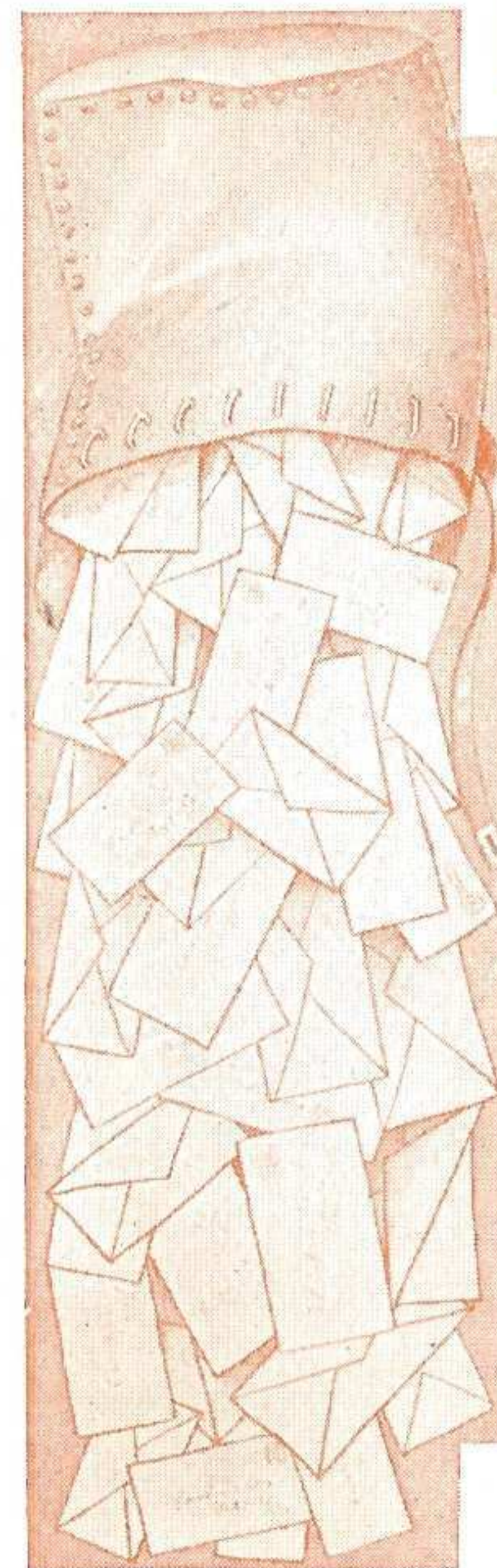
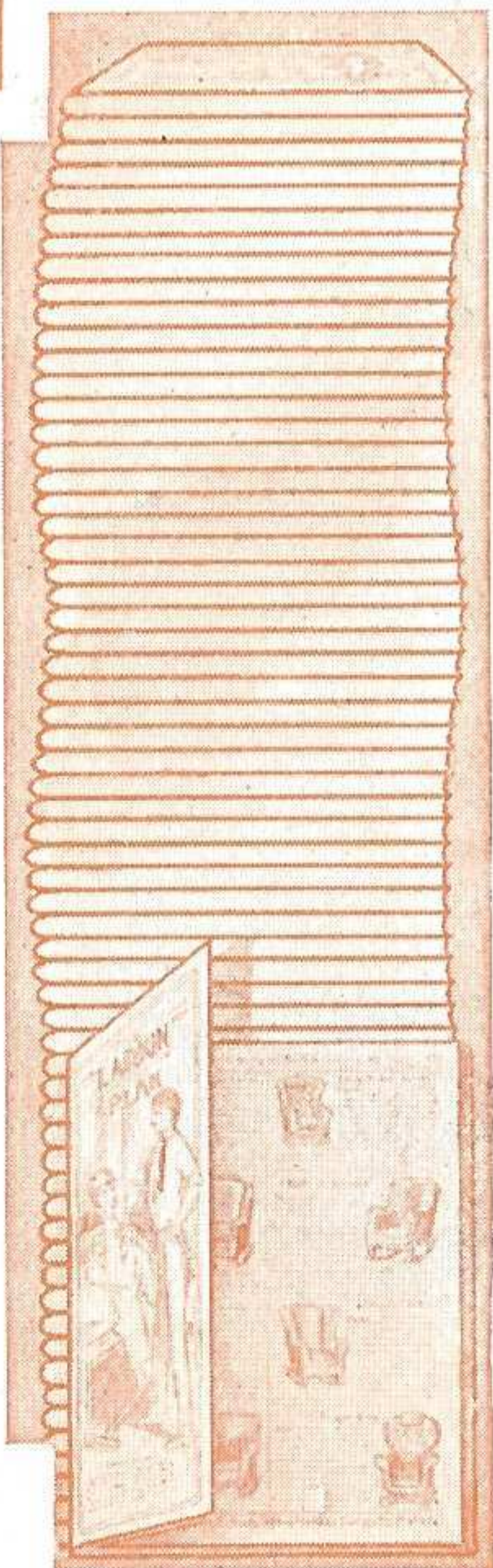
Shopping was not an unmixed joy to Mrs. Bright because she often felt that her money did not bring a sufficient return. She had long thought there should be some better way of purchasing supplies for the home, than the usual method of buying at stores. Store-prices steadily advanced—but the only change in her household allowance was an occasional reduction!

She sighed as she said to herself, "I wish I knew a way to cut our living expenses without pinching our table. But I suppose—WHY, OF COURSE!"

Mr. Bright looked over his paper and asked humorously, "Of course, what?" And Mrs. Bright smiled as she said, "I have just thought of something I meant to tell you days ago!"

"The other day, Mrs. Thrifty called, and gave me a Larkin Catalog. It is a most interesting book. It shows a way to get practically everything I need in the way of foods, soaps, laundry-, kitchen-, toilet- and drug-store-supplies direct from the Larkin Factories; and in addition—as Premiums—lots of things we need in our home! Wait, I'll show you the Catalog."

And Mrs. Bright hastened away to get the Catalog, for she had seen just the faintest trace of a smile on Mr. Bright's face—and she knew that the Catalog would have to "show" her husband, first.



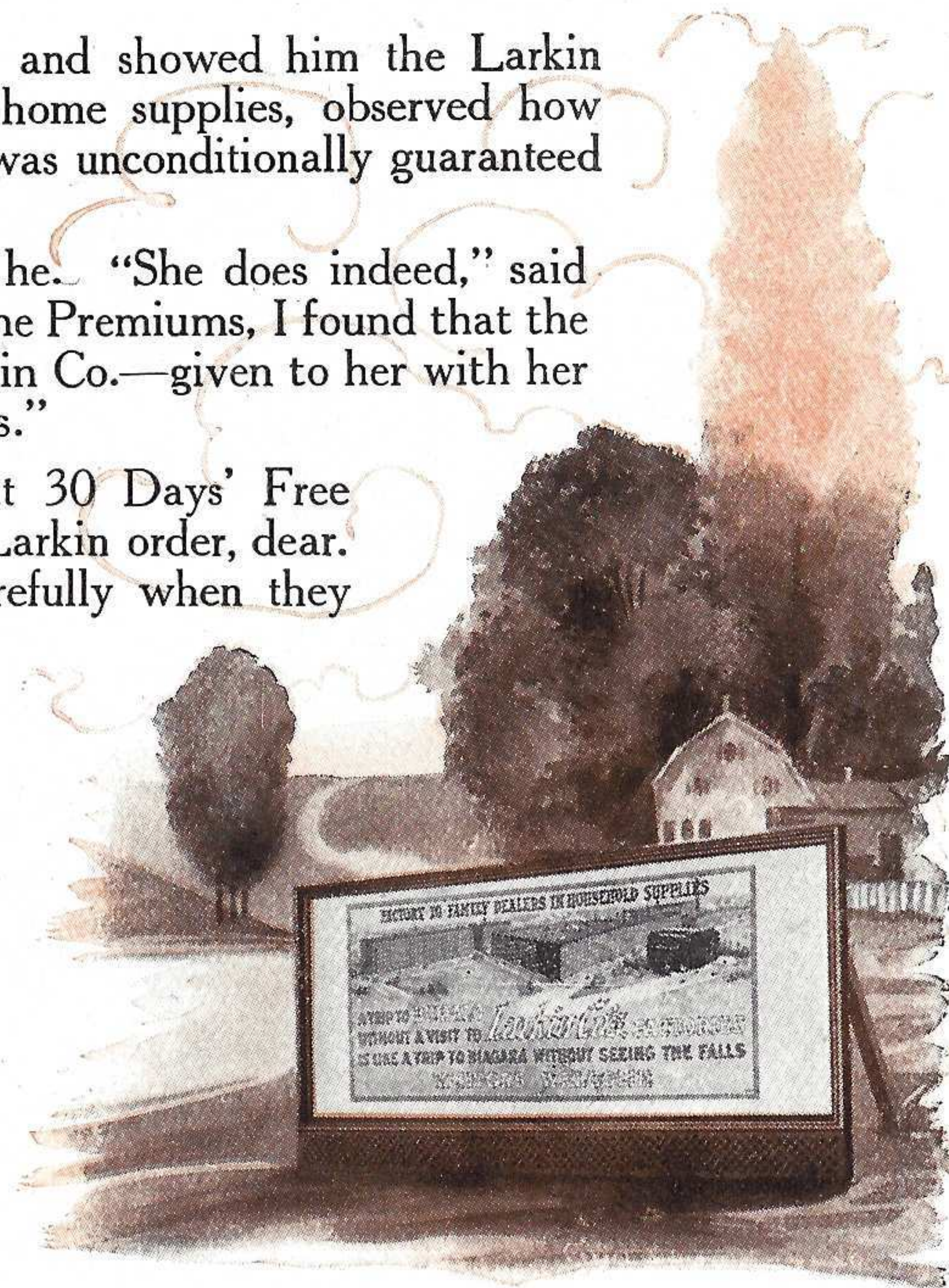


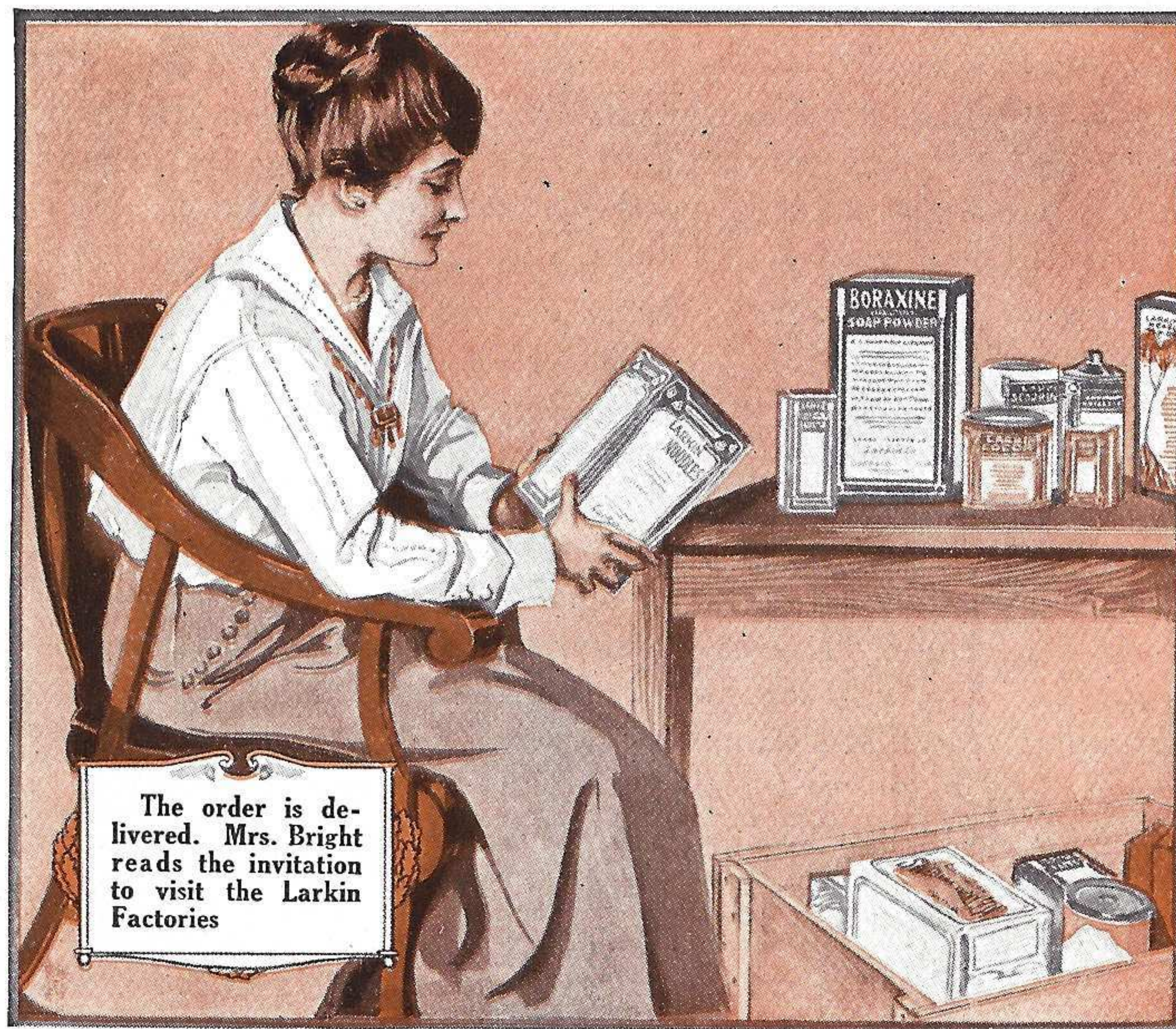
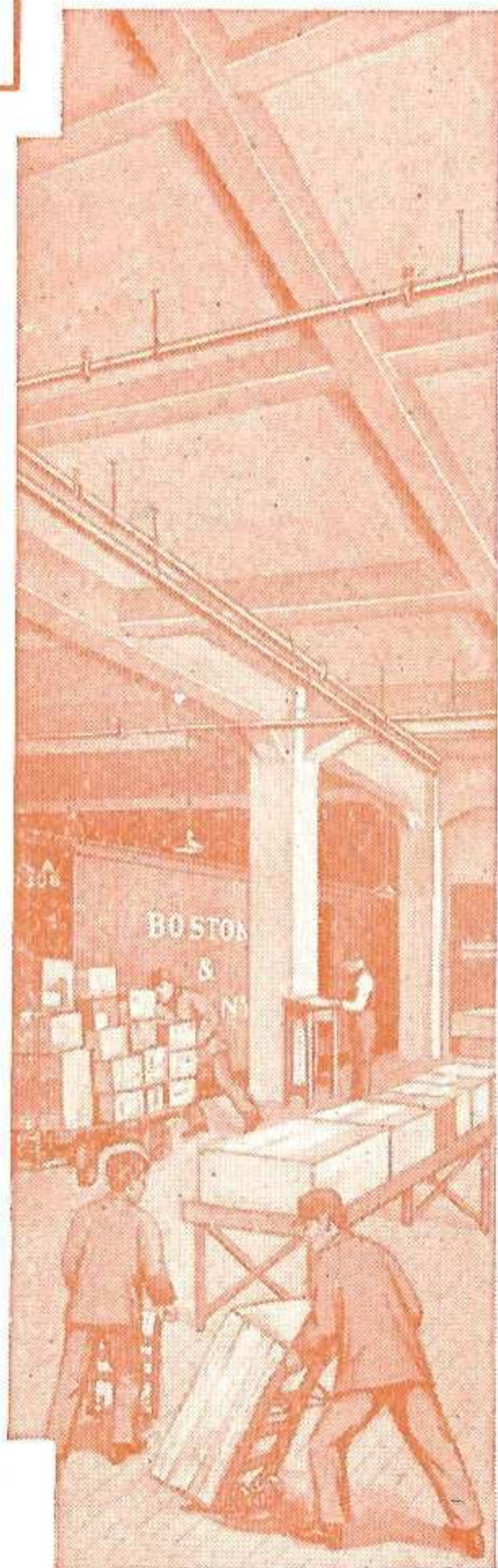
RS. BRIGHT ignored her husband's quizzical smile, and showed him the Larkin Catalog. He saw the list of over 600 different home supplies, observed how reasonably they were priced, and that everything was unconditionally guaranteed "Satisfaction—or Your Money Back."

"Does Mrs. Thrifty buy these goods?" said he. "She does indeed," said Mrs. Bright, "and likes them very much. As for the Premiums, I found that the lovely Dining Table she got recently was from Larkin Co.—given to her with her purchases of Larkin Products. You know what a splendid Table it is."

And then Mr. and Mrs. Bright "talked it over." But it was that 30 Days' Free Trial Offer, that impelled a decision. Mr. Bright said, "Send a \$10 Larkin order, dear. Select only the things you now buy at stores, and examine them carefully when they come. If they are all right, we'll send the \$10—if they are not, we'll return the goods. We can't lose anyway." "And what shall we choose as a Premium?" said Mrs. Bright. This took a long time to decide, for the Larkin Catalog contained so many enticing Premiums it was difficult to make a selection. But eventually they chose a handsome Mission Rocker.

The next day Mrs. Bright made up her order for \$10 worth of Larkin Products. It was easy indeed to make up a \$10 order, without including a single unnecessary article; in fact, the difficulty was to confine the order to \$10 for there were so many Larkin Products she really needed. But at last the order was made up and mailed. She sent no money with it but merely stated that she desired the goods on "30 Days' Trial."



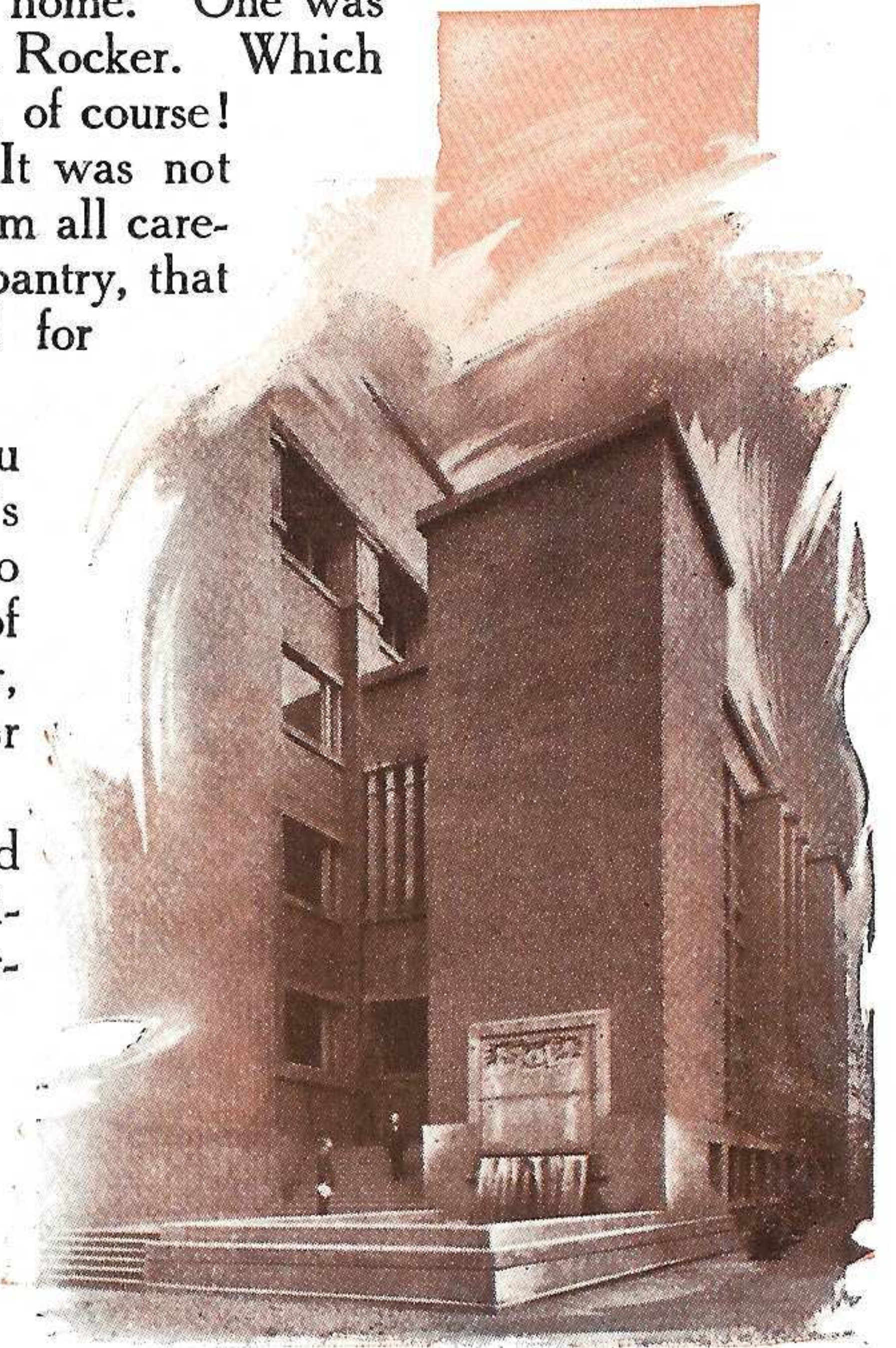




FEW days later two packages were delivered at the Bright home. One was a box of Larkin Products, and the other a crate containing a Rocker. Which do you think Mrs. Bright opened first? The crated Rocker, of course! She soon had it unpacked, and was delighted with it. It was not until she opened the box of Larkin Products, examined them all carefully, and compared them with the store-purchases in her pantry, that she realized just how much more she had purchased for \$10 through the Larkin Plan, than she received for \$10 at stores.

As she put the Products in their proper places in the pantry, the words, "You are invited," on one of the cartons, caught her eye. She read closely Larkin Co.'s invitation to visit the Larkin Factories. Right there Mrs. Bright resolved to accept and learn more of this method of securing for one's self the profits of middlemen and retailers. It was a happy moment, for she saw a way, a clear, easy way, to give to her home and dear ones things she had long wanted for them—without adding to her present expenses.

That night when her husband came home she showed him the Products and the lovely Premium. Mr. Bright was pleasantly surprised and man-like immediately began poring over the Catalog in search of Premiums suited to his own particular needs. Before bedtime he had made up a list which included some Tools, a Gun, Fishing-Tackle, Camera, Bicycle, Sweater, Rain-Coat, etc. It was now Mrs. Bright's turn to smile, but she did so discreetly, not to dampen his enthusiasm. When she suggested a little vacation to see the Larkin Factories and Niagara Falls, Mr. Bright said, "Go, my dear, by all means. Let us take full advantage of the Larkin Factory-to-Family Plan, now that we know it to be good."







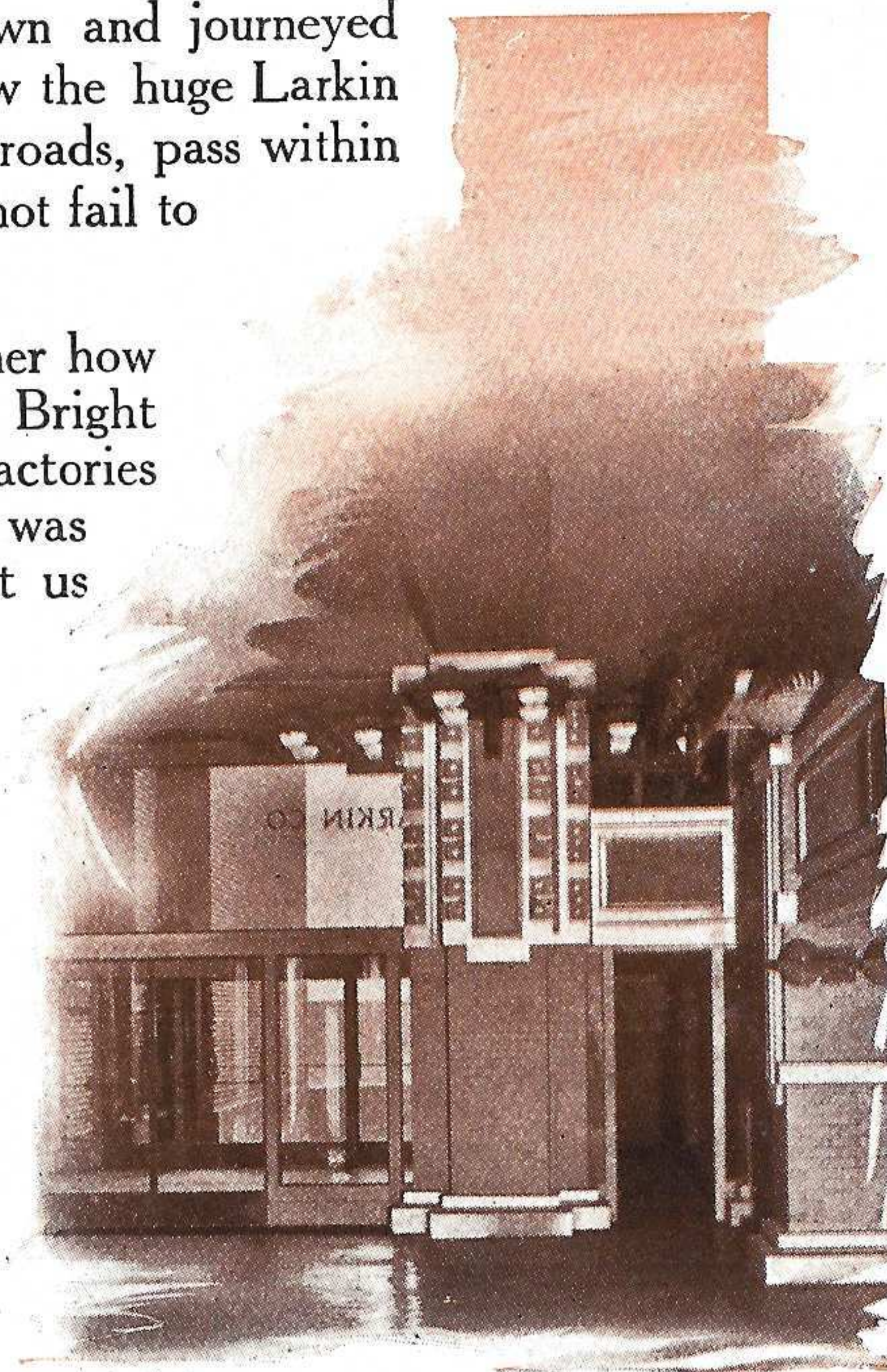
FEW days later Mrs. Bright bade good-bye to her home town and journeyed to Buffalo. As the train drew into the Queen City she saw the huge Larkin Factories. Visitors entering Buffalo on the various Railroads, pass within a very short distance of the Larkin Factories, and can not fail to notice them.

On arriving at the depot, an information clerk told her how to get to the Larkin Factories. It was a ten minutes' ride, and soon Mrs. Bright stood in front of the Factories. Before starting on The Trip Thru The Factories she proceeded to the beautiful Larkin Administration Building where she was courteously welcomed, as one of the little army of 60,000 people who visit us each year.

These visitors are of all kinds. A party of distinguished foreigners may be succeeded by the members of a prominent Woman's Guild; social economists mingle with day excursionists; eminent lecturers walk side by side with the enthusiastic housewife; classes of school children from the city schools with their teachers, young and aged men, the mother with her family, and the young bride—all are received here with courteous attention.

During a single week we have had visitors from the following: Pratt institute, Brooklyn, N. Y.; University of Buffalo; Colgate University; Liman Seminary, Philadelphia, Pa.; Cornell University; Buffalo State Normal School.

The following letter was received from Prof. Smith, who was in charge of the Colgate University class: "We enjoyed every minute of our stay with you and certainly will not be afraid to use Larkin Products, whether to eat or to wash our faces."





Main Court of the Administration Building

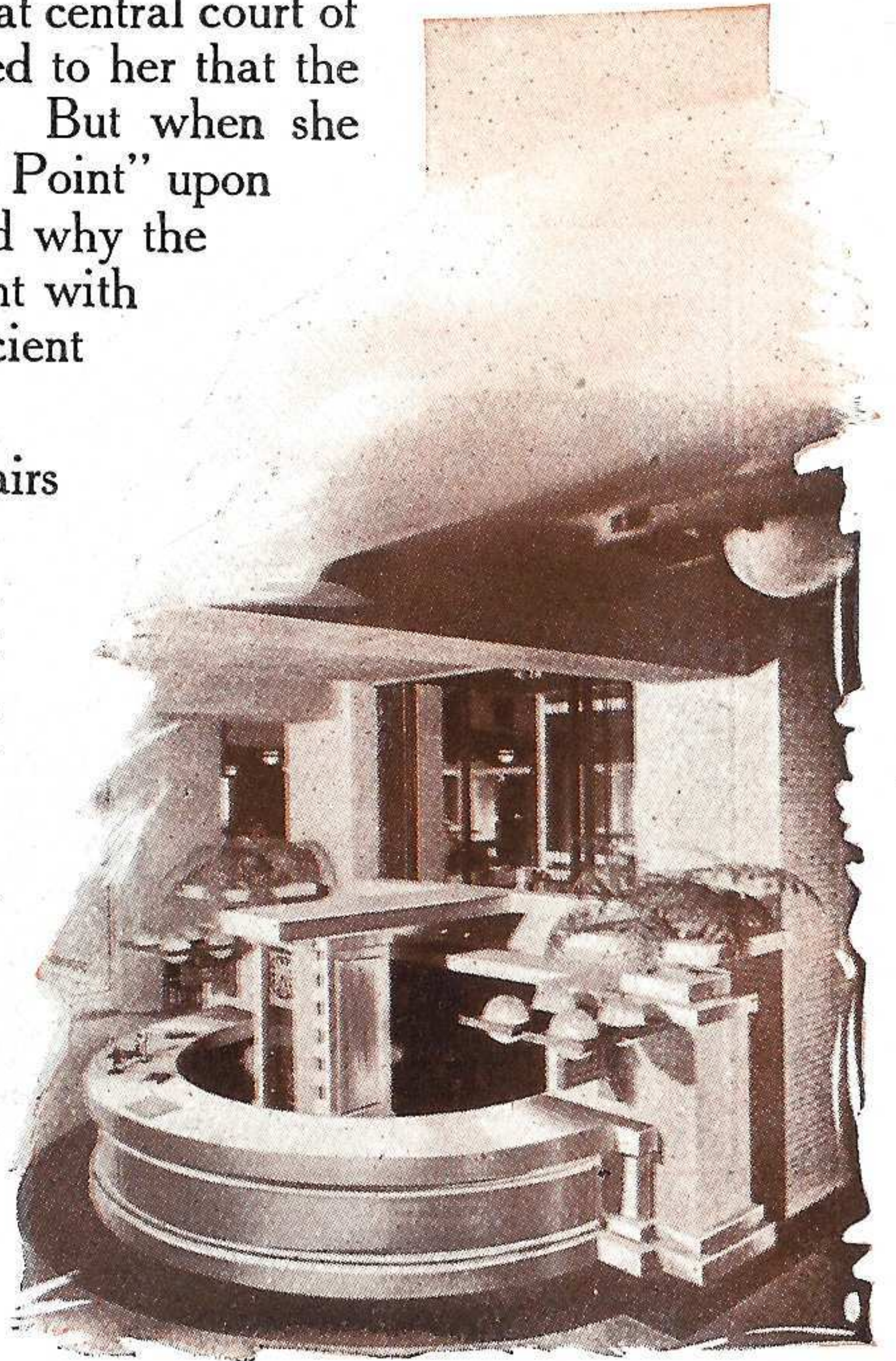


RS. BRIGHT will not soon forget her first glimpse of the great central court of the Administration Building, flooded with sunlight. It seemed to her that the men and women working there were exceptionally favored. But when she stood on the fifth floor, and looked down from "Inspiration Point" upon the galleries and the great main floor below, she understood why the Larkin Administration Building is so immaculate and radiant with light, that it is known as one of the most wonderful and efficient office buildings in the world.

All the desks are of steel with fire-proof composition tops; the metal chairs have leather seats and backs, and swing from the desks free of the floor. This is merely one of the hundreds of labor- and cost-saving devices which are used throughout the building. The aim behind the design, construction and equipment of the Administration Building is the comfort and convenience of the 1400 and more men and women who labor there. It is absolutely fire-proof, and has many features of distinct originality.

Despite other wonderful sights they may have seen, no visitor has yet looked from "Inspiration Point," without an exclamation of pleasure. As Mrs. Bright stood there she said, "This alone is worth the journey."

In the Larkin Auditorium which adjoins the Administration Building, Mrs. Bright enjoyed a little luncheon, which was not only very acceptable in itself and a convincing proof of the excellence of Larkin Products, but also promoted sociability among the group of visitors. Over sixty thousand visitors have refreshments in this Auditorium every year as the guests of Larkin Co., carrying away pleasant memories of Larkin hospitality.

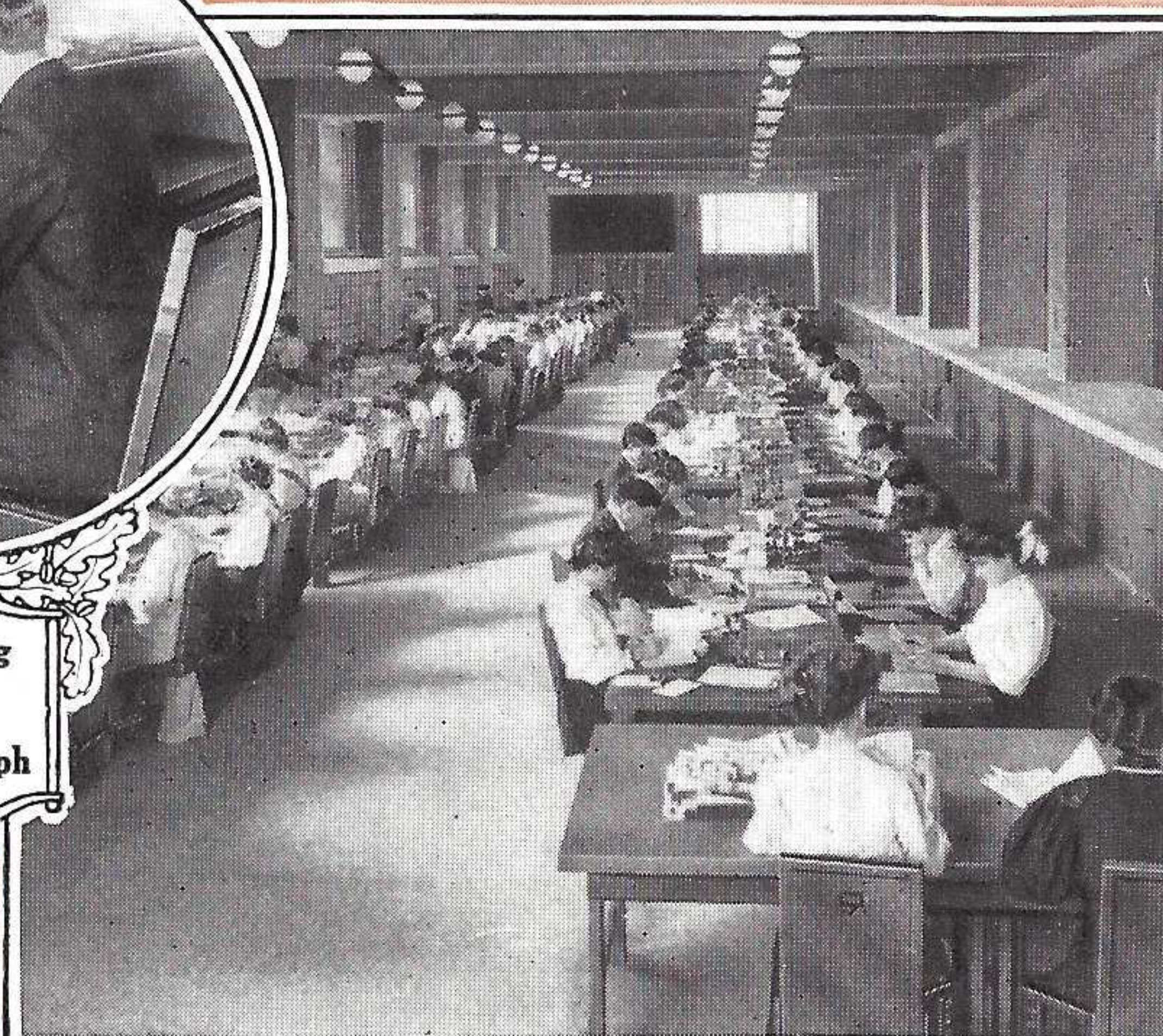




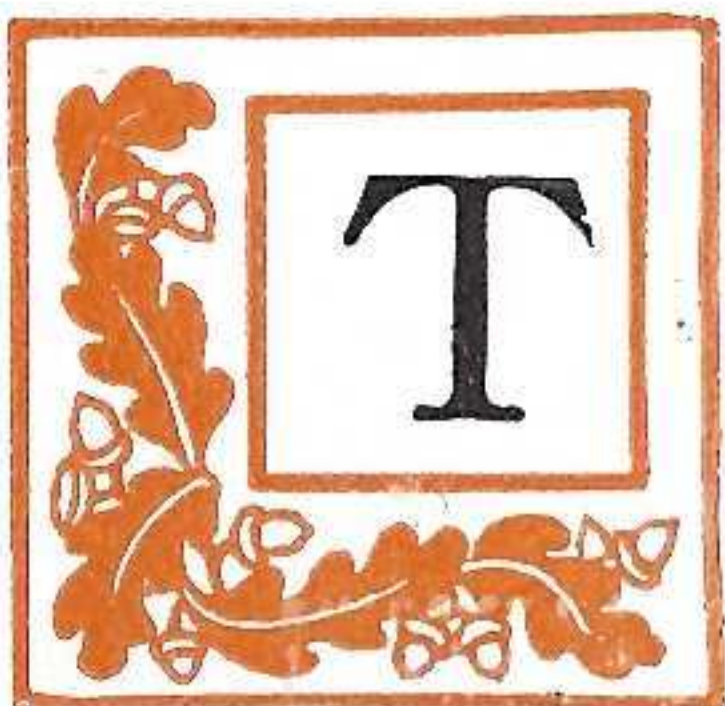
Receiving and sorting the mail



**Dictating
letters
into
phonograph**



Examining and checking orders



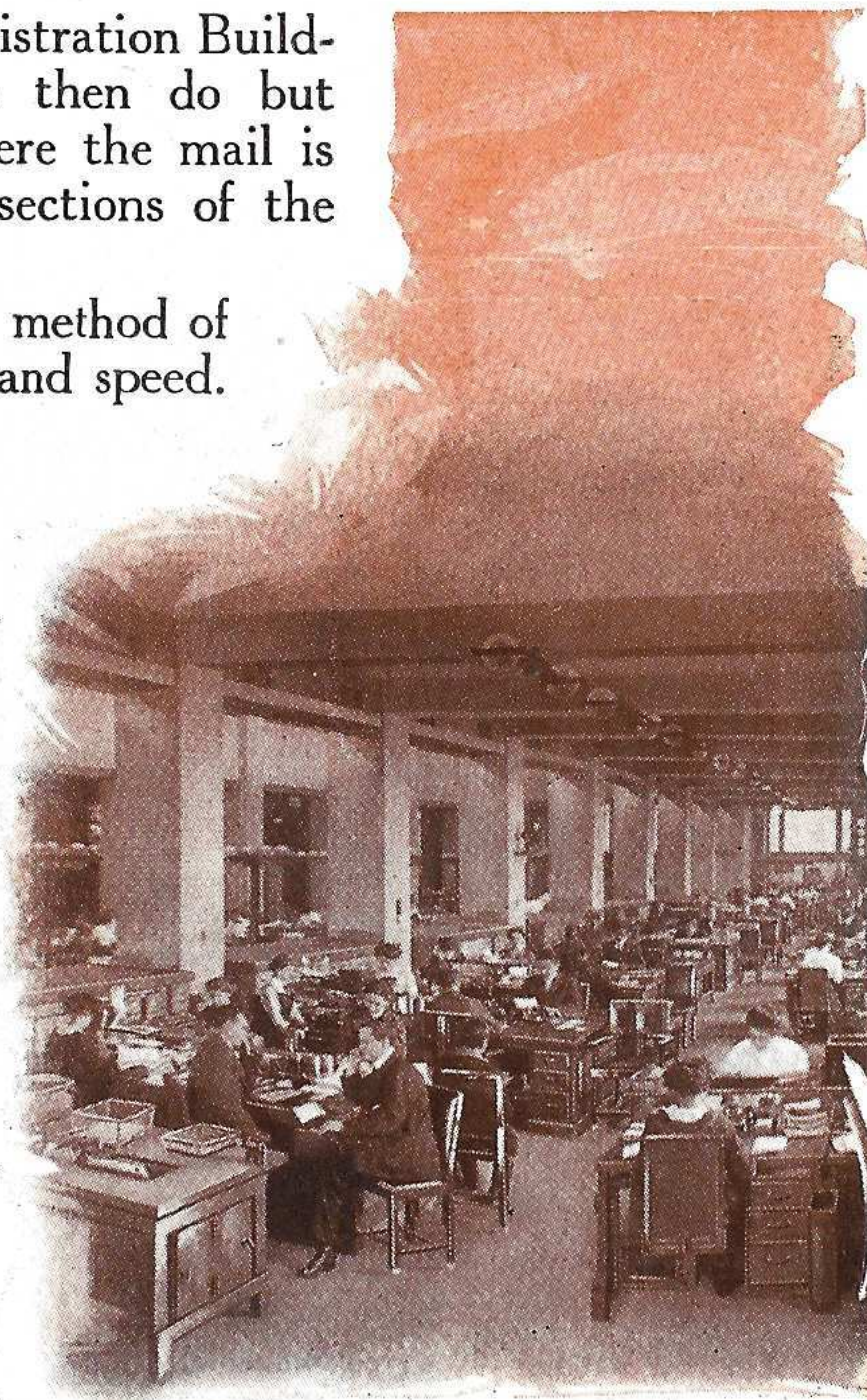
O adequately picture the different Departments of the Administration Building would require a whole album of views and even then do but scant justice to it. The illustrations opposite show where the mail is received, opened, sorted and despatched to the various sections of the building.

The small picture in the middle illustrates the Larkin method of dictating letters to the phonograph, thus insuring accuracy and speed.

The wax cylinders on which the records are made go to the type-writing department where the letters are reproduced, after the manner of ordinary phonographic records, except that instead of a horn being used the sound is carried softly to the ears of the typist by a tube connected with the sound-box.

The picture to the right of it shows half of a floor occupied by the Order Department. Here orders from Larkin customers are carefully examined and checked, and the purchasers' questions answered by skilled correspondents. The windows (shown along the left side of the picture) and the openings into the central court (shown on the right) provide splendid lighting facilities for the building. The artificial light is so arranged and is of such a nature as to fairly approximate daylight.

Mrs. Bright was interested in watching the way in which her own order had been handled only a few days previously. The big, spacious office, prosperous, skilled workers, modern equipment, and the air of brightness, contentment and happiness in every section of the huge building, made her feel that here were people whose endeavor was to aid and co-operate with the customer.





Premium section of Showroom



Register-
ing the
visitors



Where Products are displayed

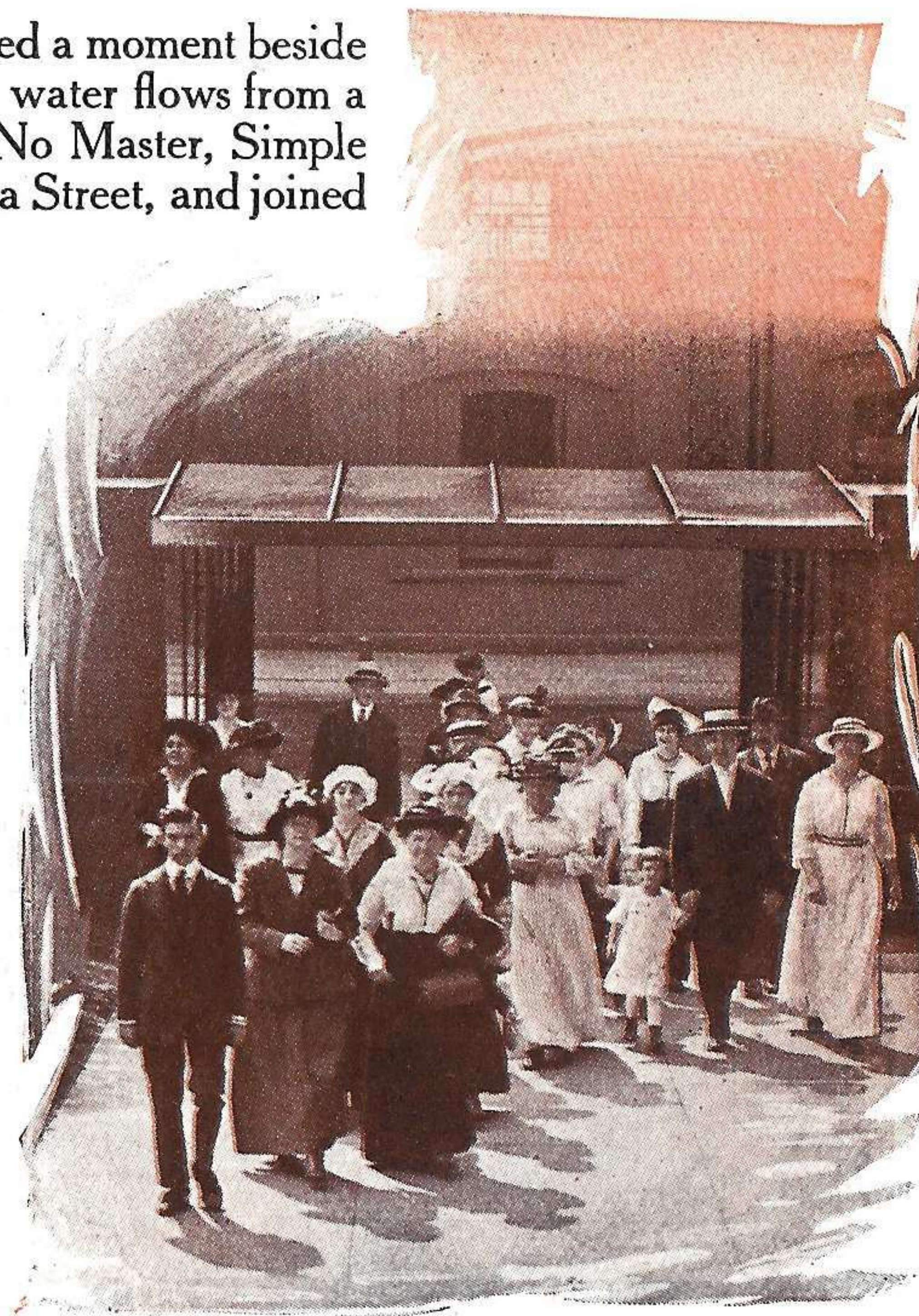


LEAVING the Administration Building, Mrs. Bright paused a moment beside the fountain at the entrance. The wide fluted sheet of water flows from a tablet on which is inscribed, "Honest Labor Needs No Master, Simple Justice Needs No Slaves." She then went across Seneca Street, and joined a group of other visitors in the Showrooms who were gathering there to take the Trip Thru the Factories.

In the Showroom Larkin Products and Premiums are displayed for all to see. An examination of the different displays reveals the amazing scope of Larkin Products, for there is scarcely anything a woman needs, be she maid or matron, which is not shown here. One sees all the hundred and one things dear to the feminine heart, from a hairpin to a white lawn tea apron, in addition to the regular supplies for the home such as foods, soaps, teas, spices, polishes, notions, hardware sundries, etc.

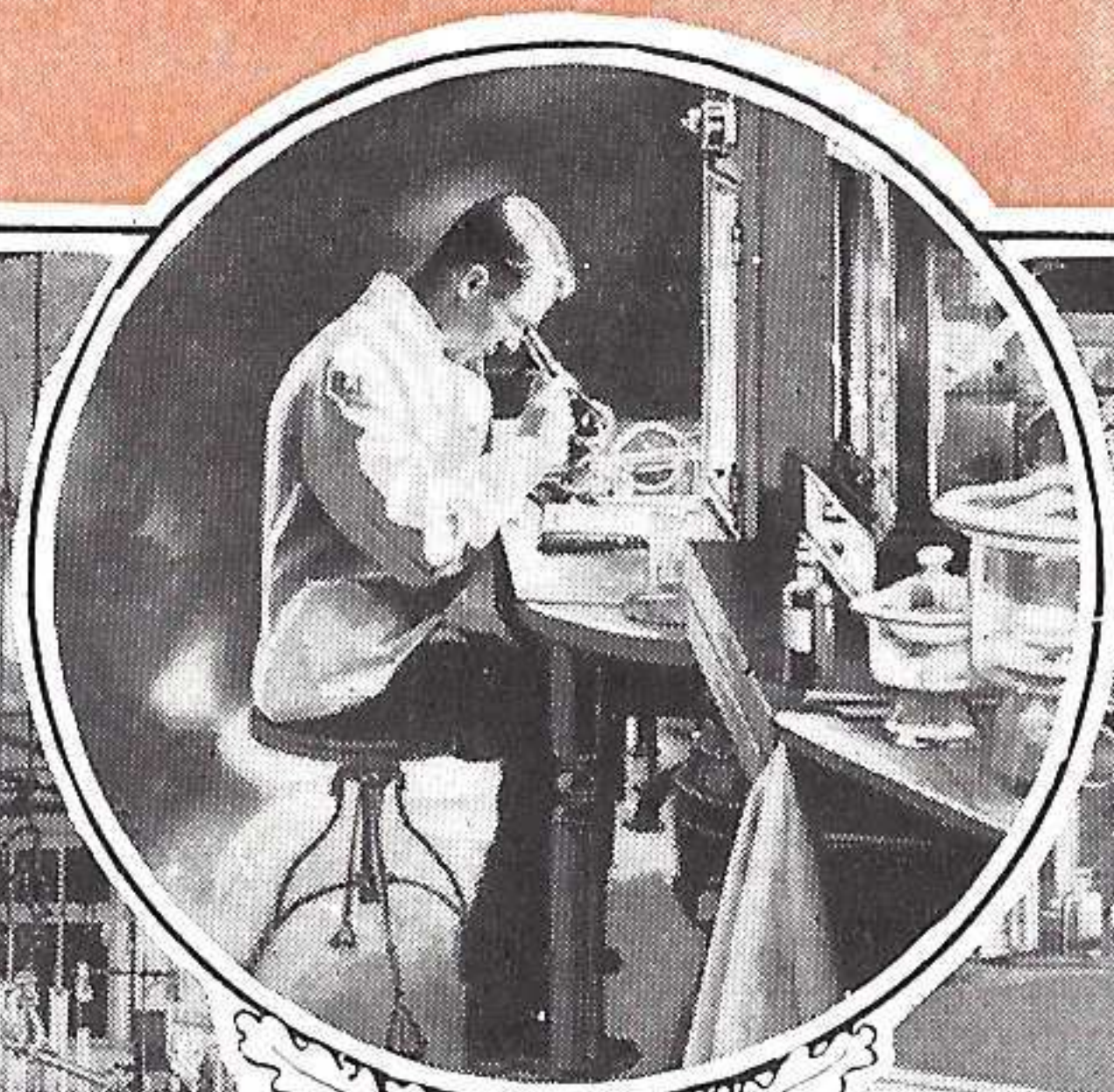
Mrs. Bright realized more than ever before that *Larkin Products are essentially the things sold by stores*, and that in becoming a "Larkinite" she was not increasing her present expenses—but merely spending her necessary household allowance in a wiser way, getting far more for her money. When making up her \$10 order she was surprised to find how many Larkin Products she needed. But when she saw them all displayed before her, and noted their quality and price, she understood why two million families get their household supplies from Larkin Co.

Larkin Premiums, too, were a source of delight to Mrs. Bright. She resolved that when the Factory Trip was over, she would go over the Catalog, and examine the Premiums she needed in her home.

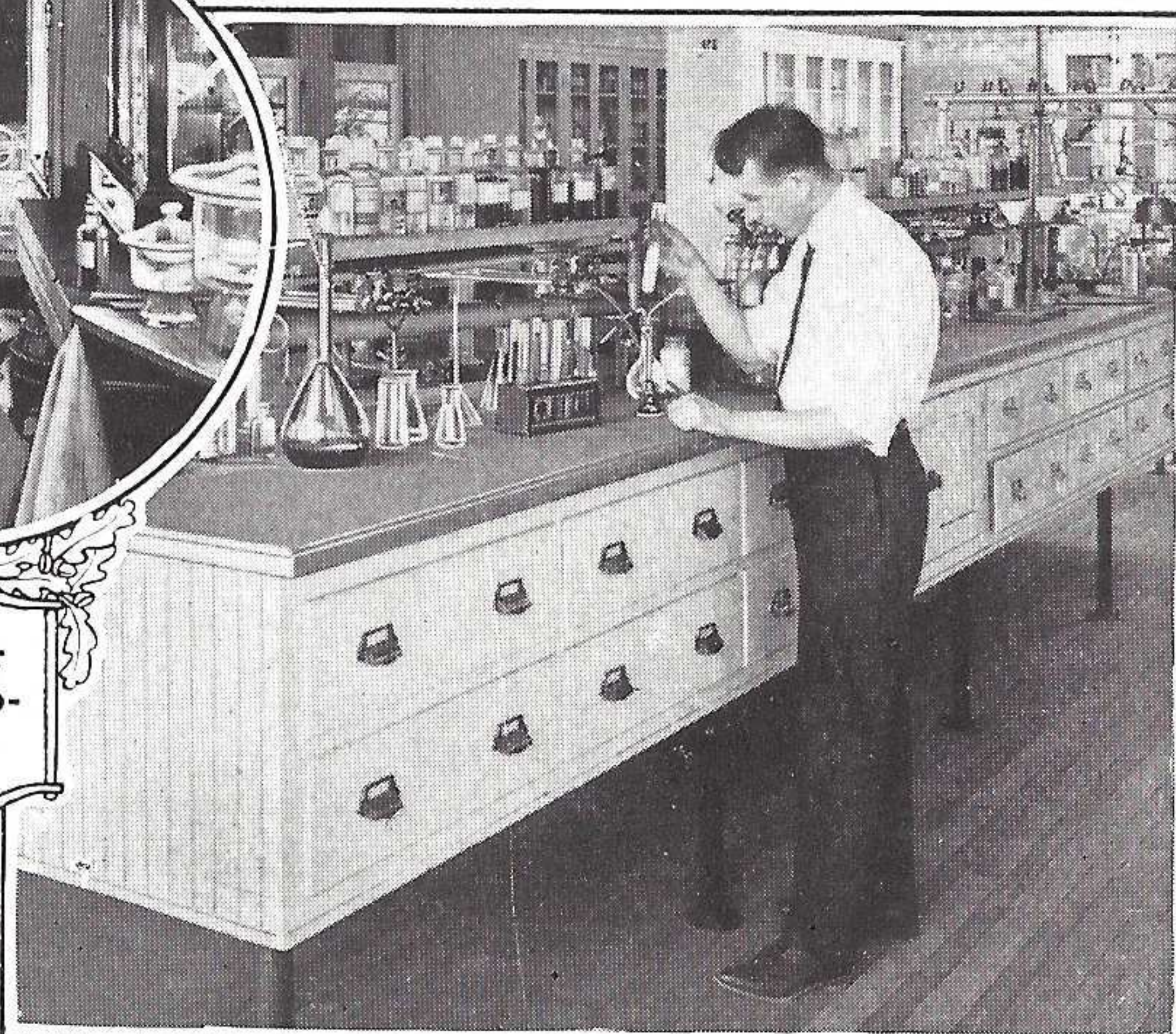




Portion of General Research Laboratory



"Under the Microscope"



Portion of Food-testing Laboratory

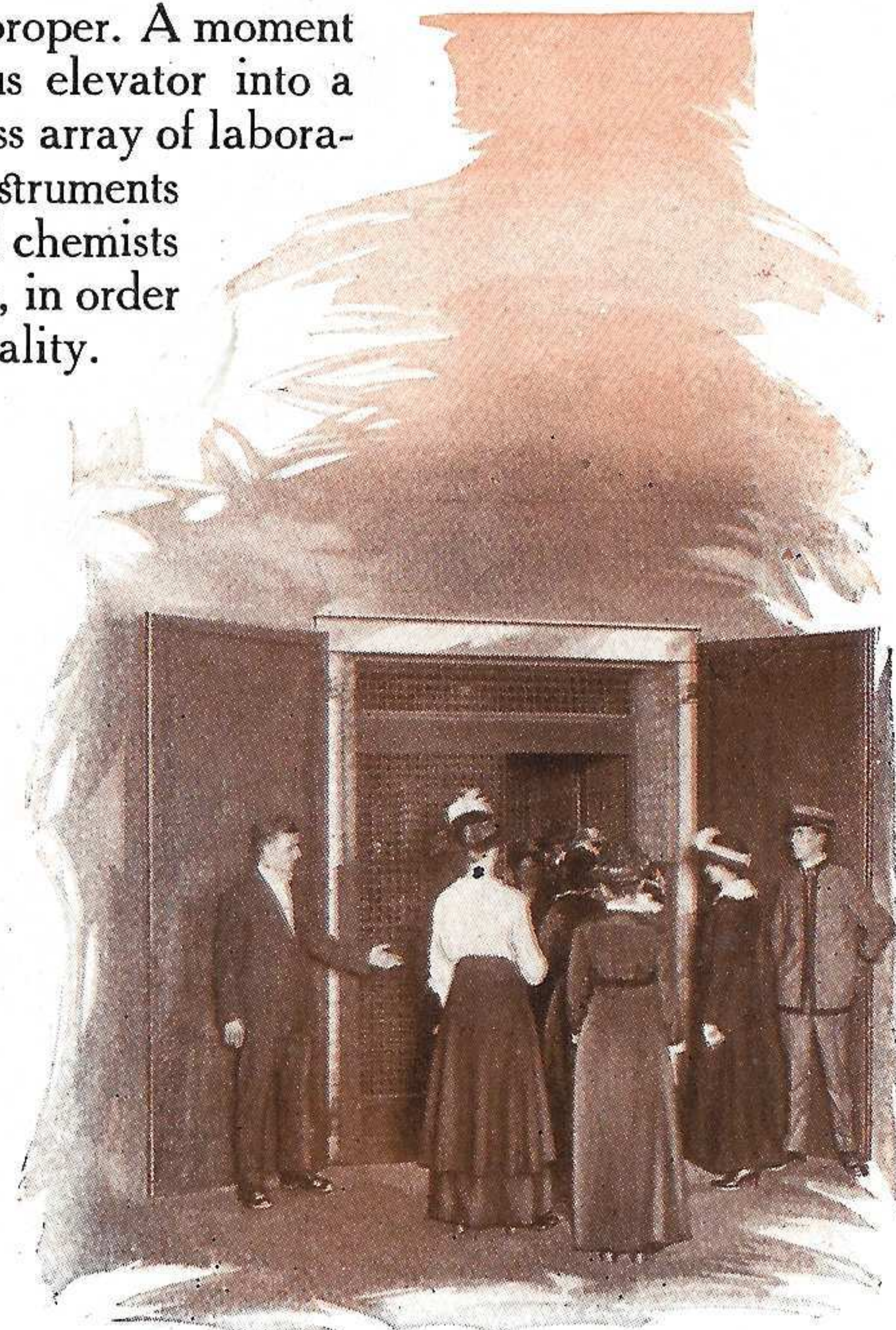


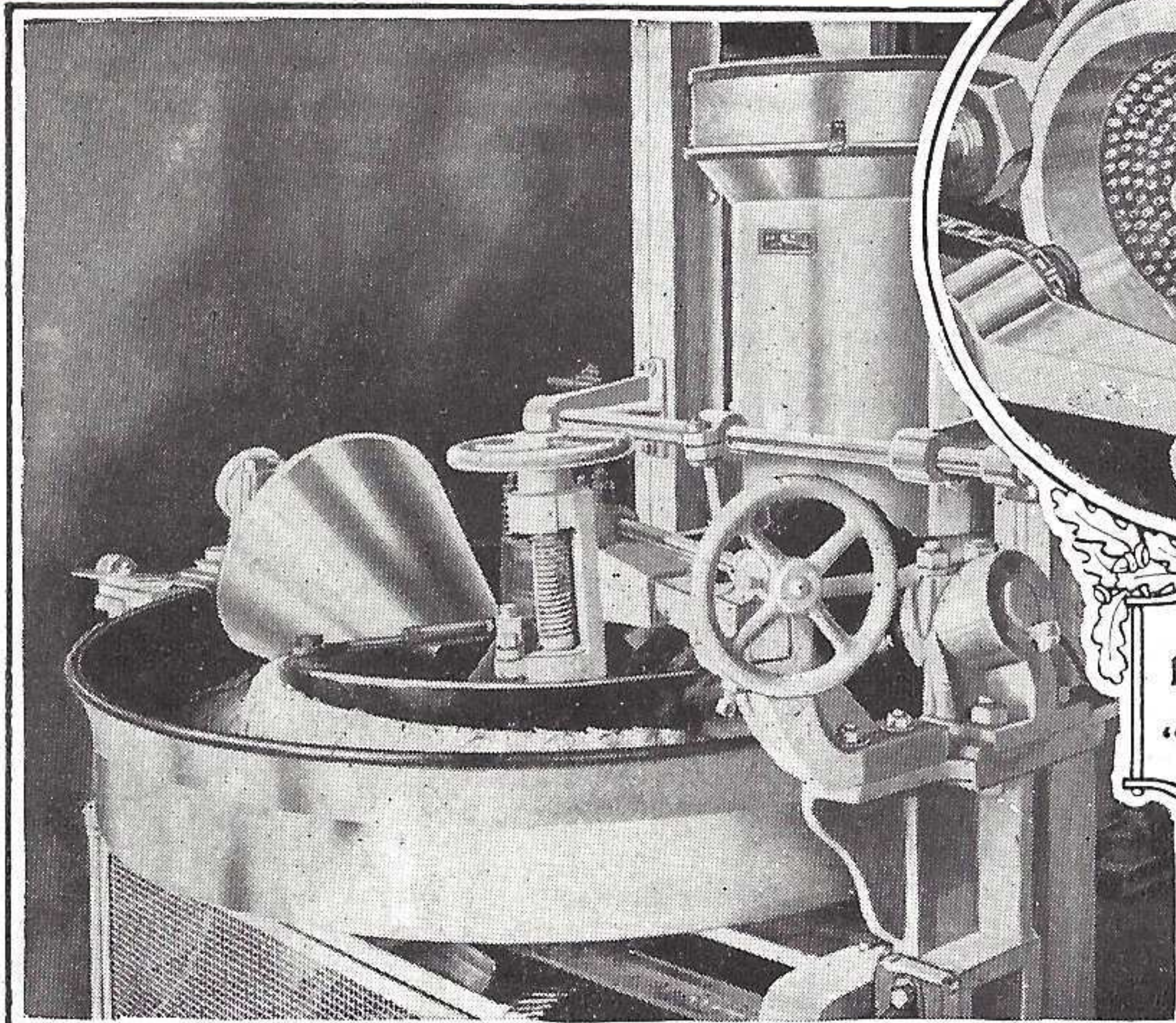
AND now a guide appeared and led the party into the Factories proper. A moment later Mrs. Bright found herself stepping from the commodious elevator into a railed space which commanded a view of a seemingly endless array of laboratories. There was room after room filled with wonderful instruments and equipment. The guide explained that each staff of skilled chemists is constantly engaged in testing raw materials and ingredients, in order to insure and maintain the Larkin standard of purity and quality.

Mrs. Bright saw the laboratory in which the formulas for Larkin Perfumes are worked out. She looked with interest into the Pharmaceutical Laboratory which controls the manufacture of the many different Larkin Pharmacal Products. The huge, glittering equipment of the Food-Testing Laboratory where all Larkin Food Products are rigidly inspected and analyzed, seemed to give one a feeling of security, as did the General Research Laboratory where textiles, fabrics, jewelry, steam-coal and everything coming into, or leaving the Larkin Factories, are tested or analyzed, and the Oils and Fats Laboratory where the oils and fats are tested.

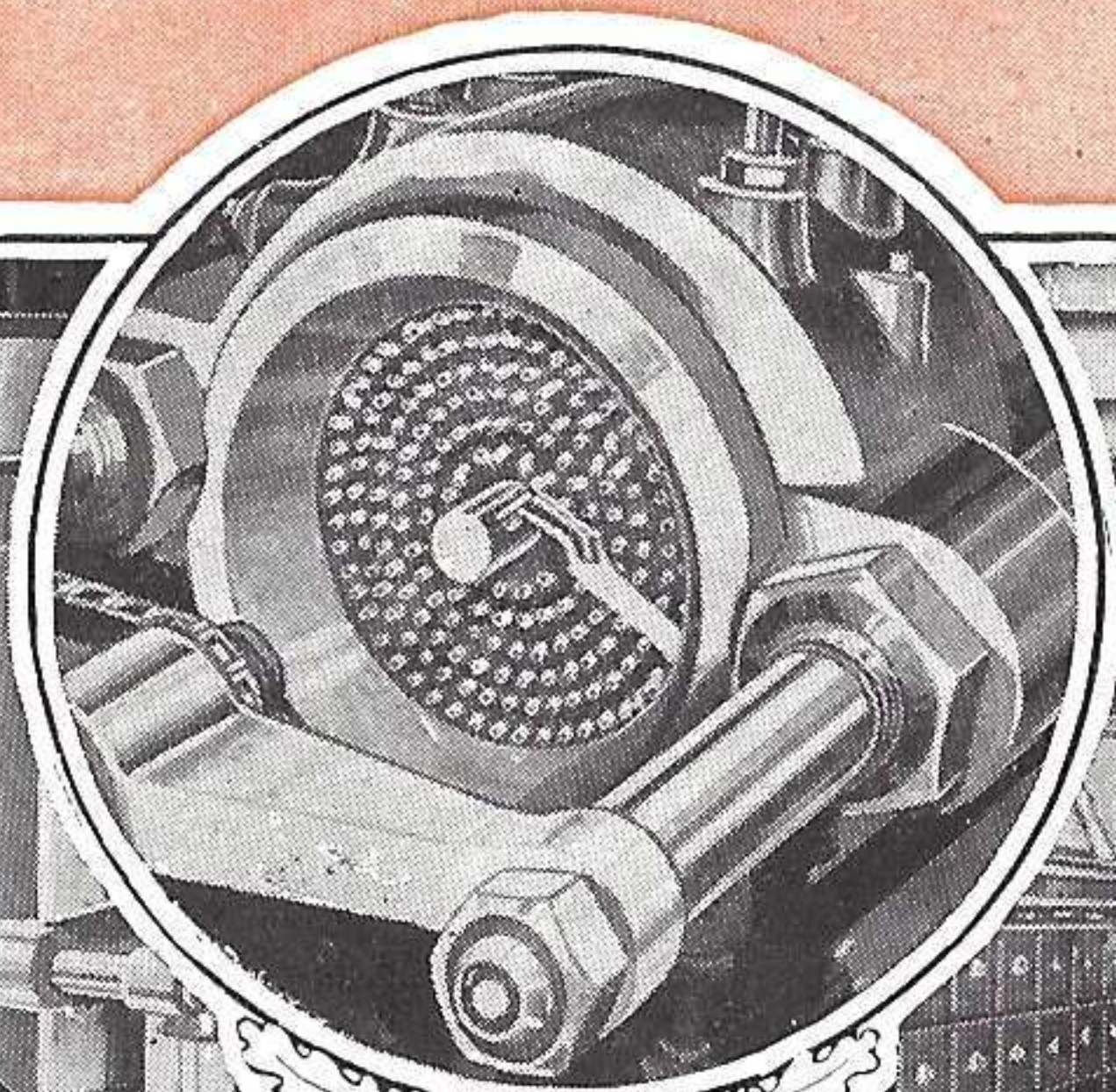
It was made very clear both here, and at other points throughout the Factory Trip, that the Larkin Co. believes in unending vigilance in maintaining its own standards of quality and purity. In this connection it is worthy of note that long before Uncle Sam instituted the Pure Food Law the Larkin Co. had set up its own standard, which was more than sufficient to meet the demands of Uncle Sam's inspectors after the Pure Food Law became effective.

Equally vigilant is the Inspection Department, to which are sent samples taken from all inbound shipments.

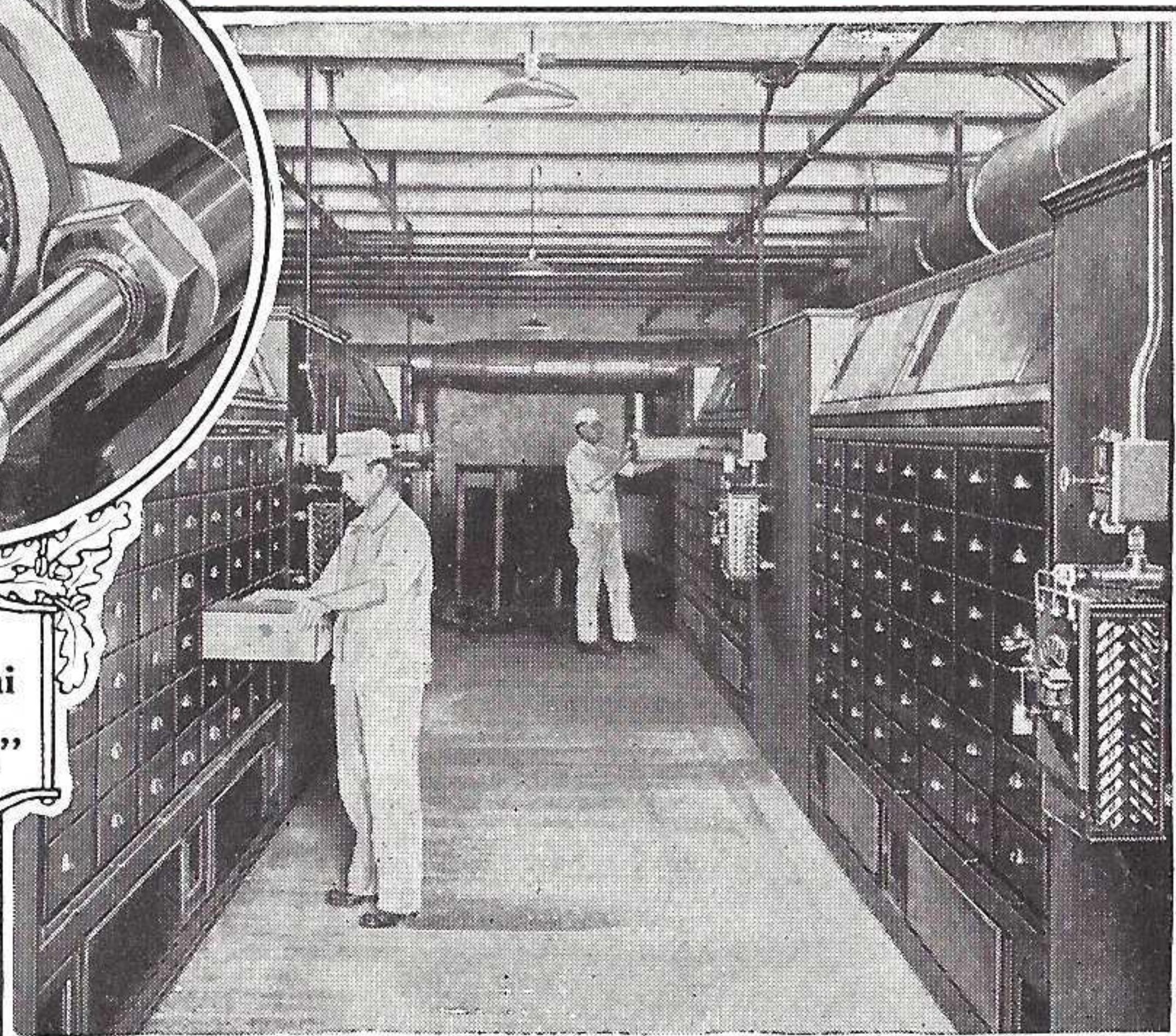




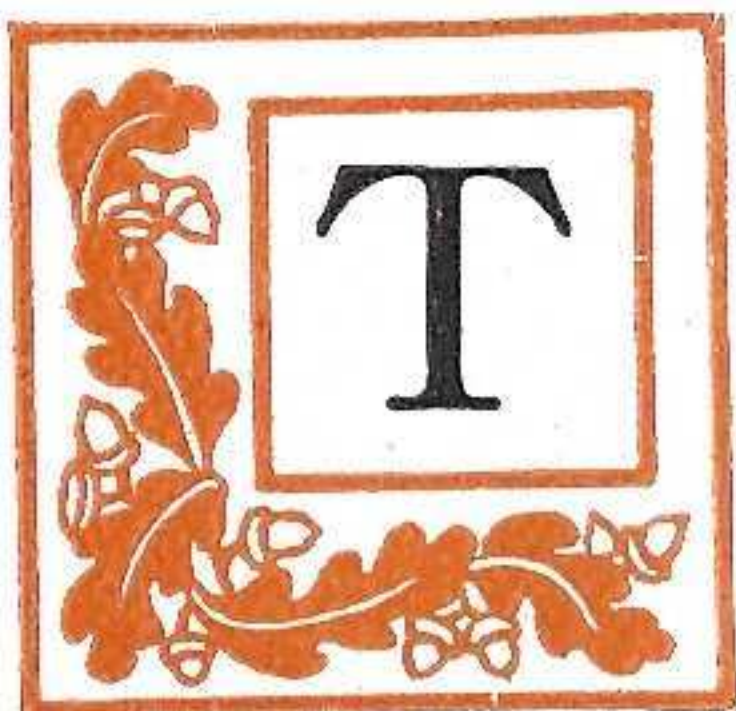
The Larkin Noodle Kneader



Giving
Macaroni
the
"short cut"



Drying-Boxes

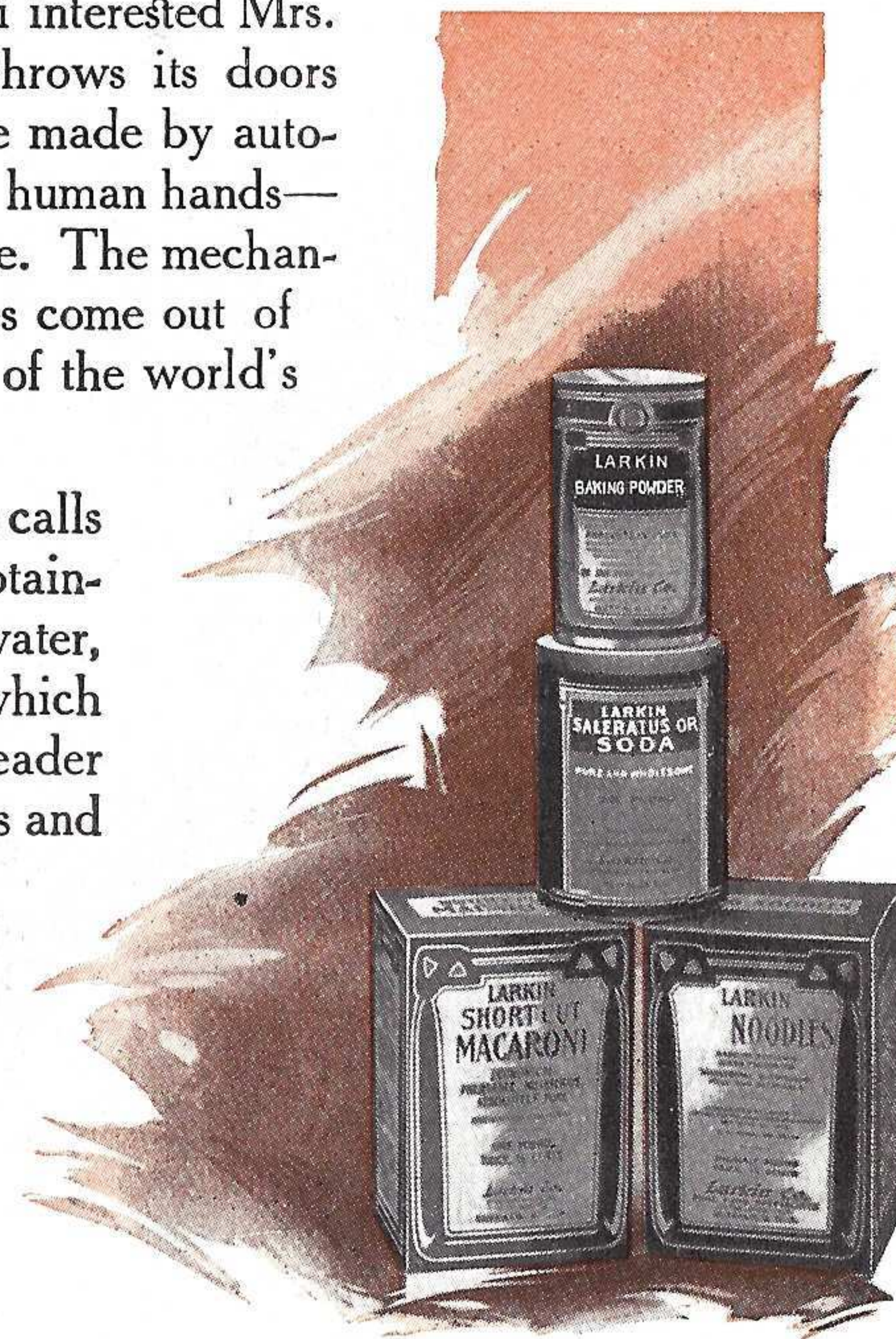


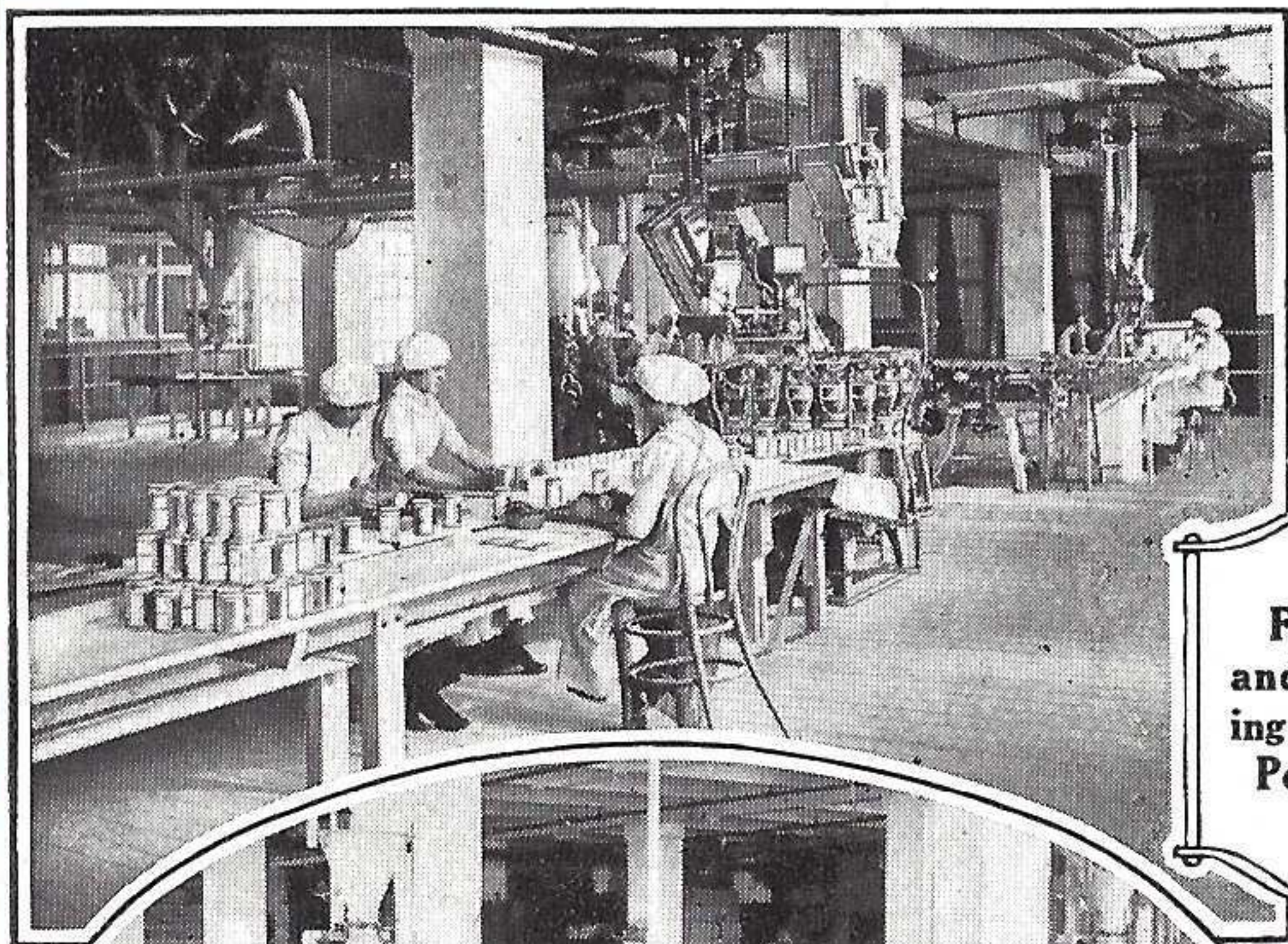
THE manufacture of Larkin Noodles and Short-Cut Macaroni interested Mrs. Bright. There is no mystery about it, for the Larkin Co. throws its doors wide open so that all may see. Noodles and Macaroni are made by automatic machinery, and at no time are the materials touched by human hands—it is merely a matter of pulling a lever and starting a machine. The mechanically-mixed noodle-dough enters at one end, and the noodles come out of the other. Larkin Noodles are made from flour prepared especially by one of the world's largest and best flour mills. It is really the cream of excellent grain.

Short-Cut Macaroni is a very popular Larkin Product. This dainty edible calls for extreme care, skill, and a high-grade flour. Only the best macaroni flour obtainable is used in the manufacture of Larkin Macaroni. Scientifically-filtered water, properly controlled temperature, and careful mixing are a few of the details which must be supervised. The flour-and-water paste is conducted to the rolling kneader where it is converted into smooth dough. The dough is cut into 3-foot lengths and put through a cylinder.

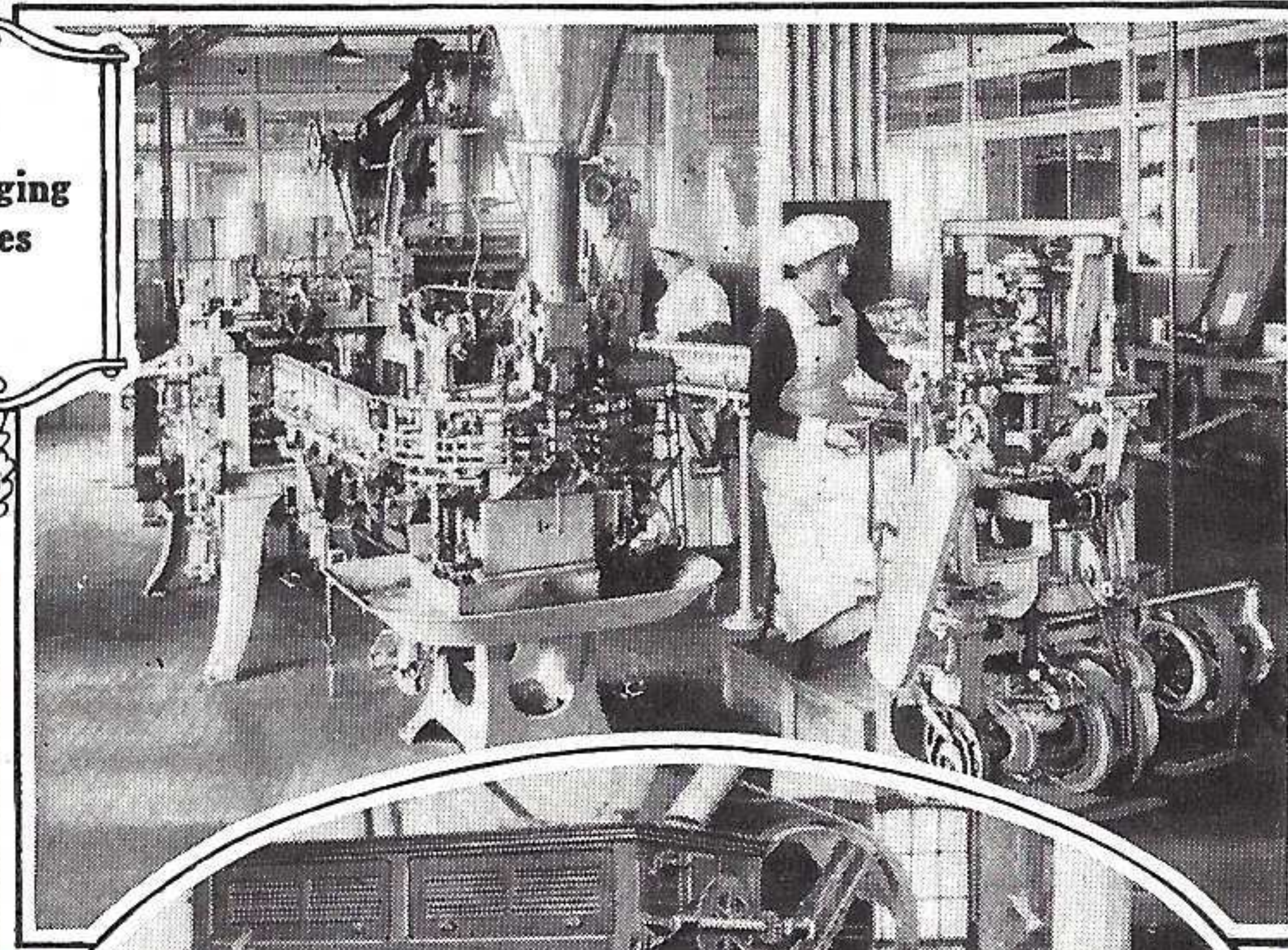
Within the cylinder, pressure is used to drive the macaroni-dough through perforations in a copper-plate die, so that it emerges in hollow sticks. There is a wire in the center of each perforation and the dough is forced around it. When Mrs. Bright saw these wires she said they had solved a problem for her—she had often wondered how the holes in macaroni were made!

The revolving knife shown in the small picture on page 18 cuts the hollow sticks into short lengths as they emerge from the perforations.

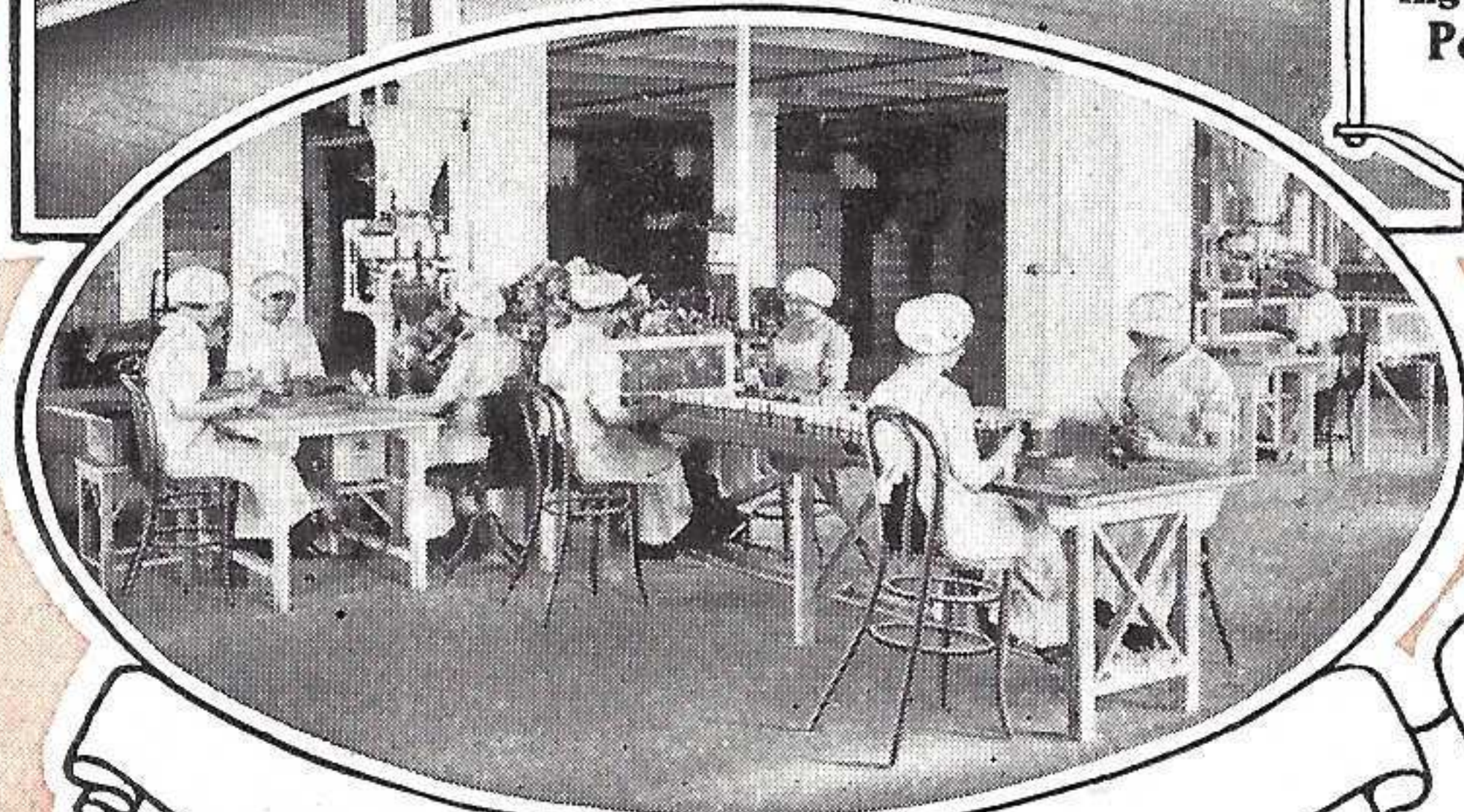




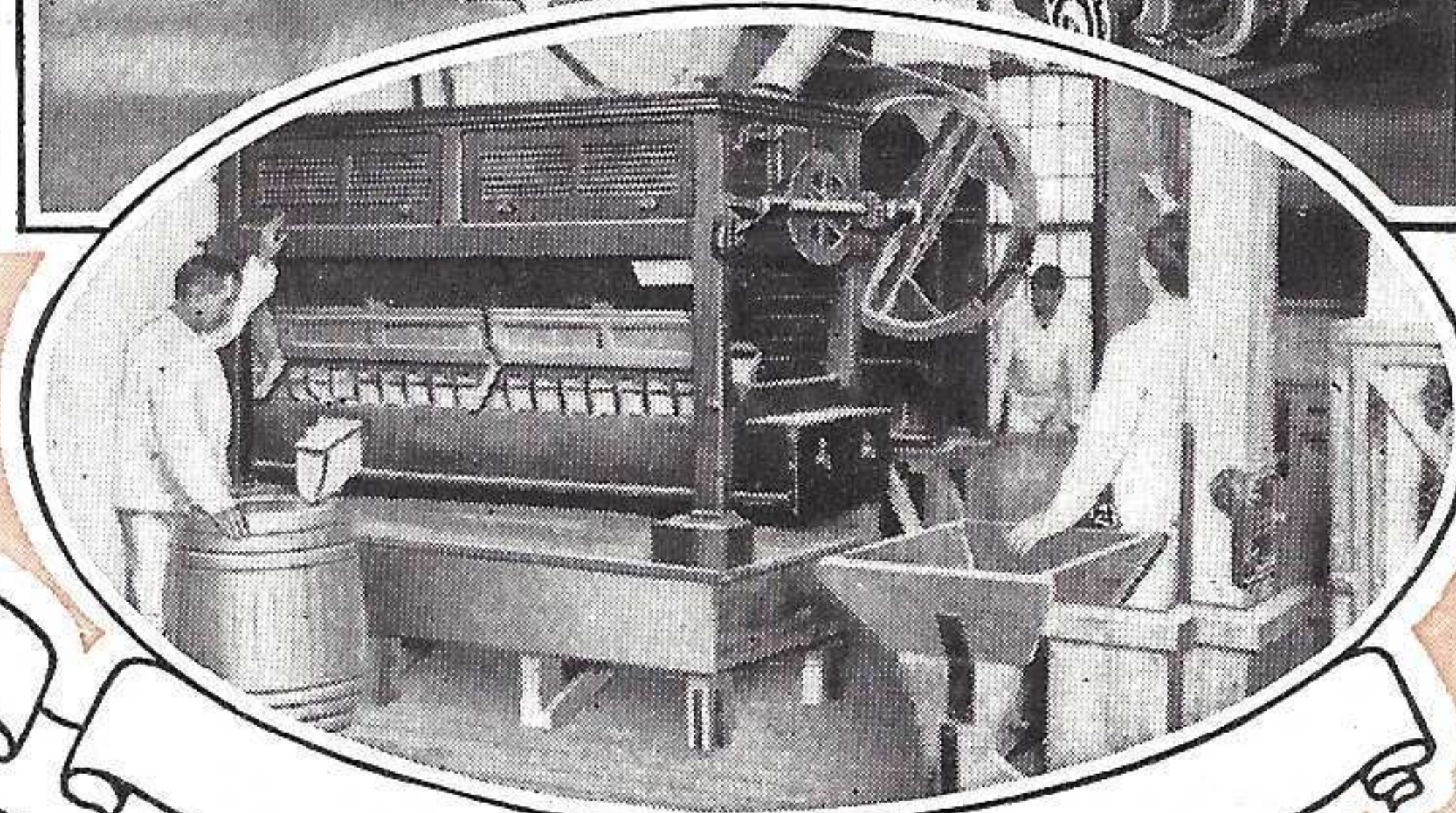
**Filling
and seal-
ing Baking
Powder**



**Packaging
Spices**



Filling Chocolate Pudding



Grinding Spices

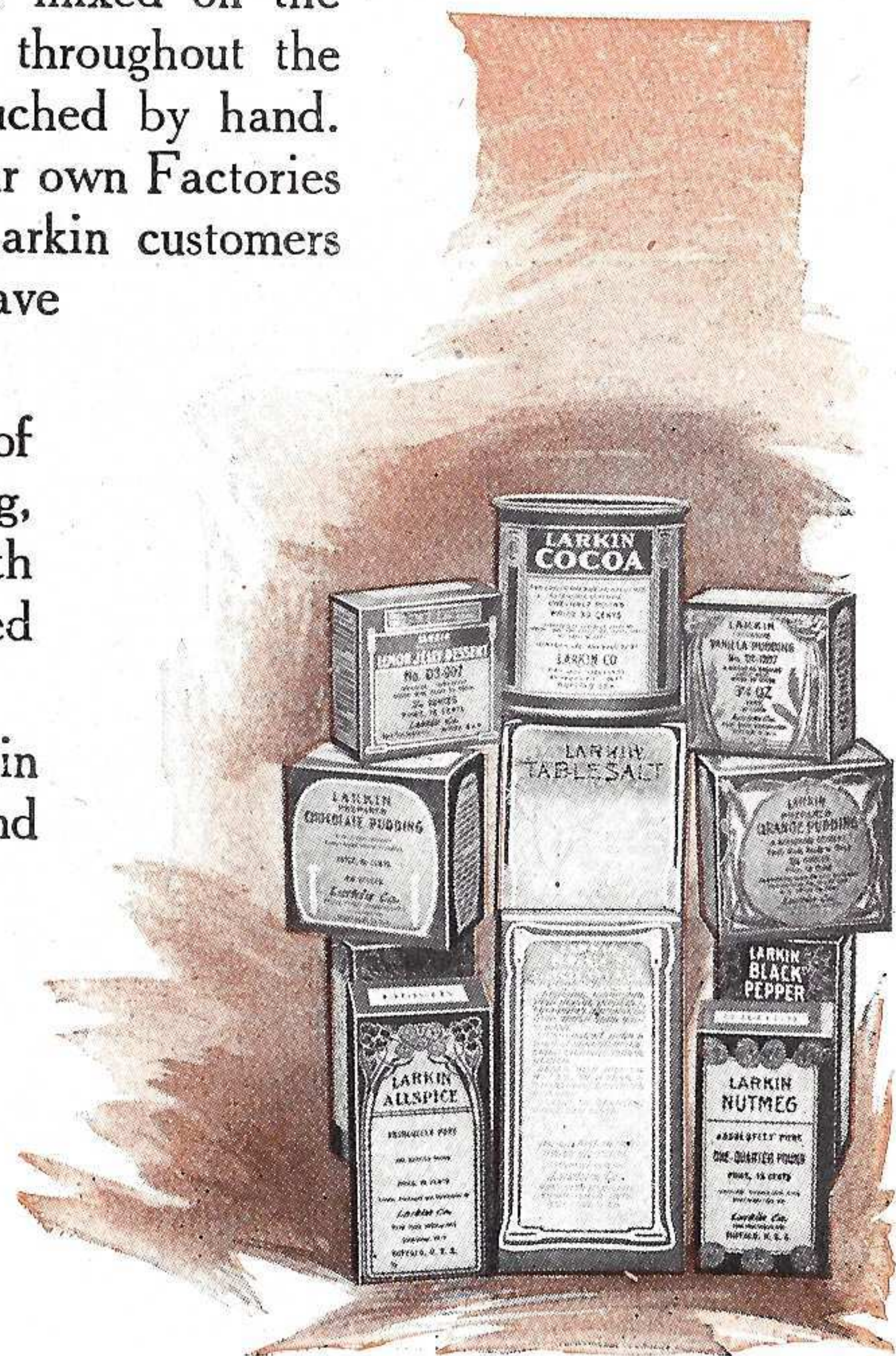


IN the process shown in our picture Larkin Baking Powder is mixed on the floor above, and lowered by gravity. Machinery is used throughout the whole process of manufacture, and the powder is not touched by hand. Larkin Baking Powder and other powders are prepared in our own Factories and sent direct to the consumer fresh and wholesome. Larkin customers always have the satisfaction of knowing that our Products have not lain on grocers' shelves for weeks or months.

Puddings are a popular feature of Larkin Pure Food Products. A quart of milk and a package of Larkin Chocolate, Lemon, Orange or Vanilla Pudding, makes a delicious dish. They may be served in many attractive ways; with fruit, whipped cream, plain cream. Larkin Puddings are known and esteemed by housewives from coast to coast.

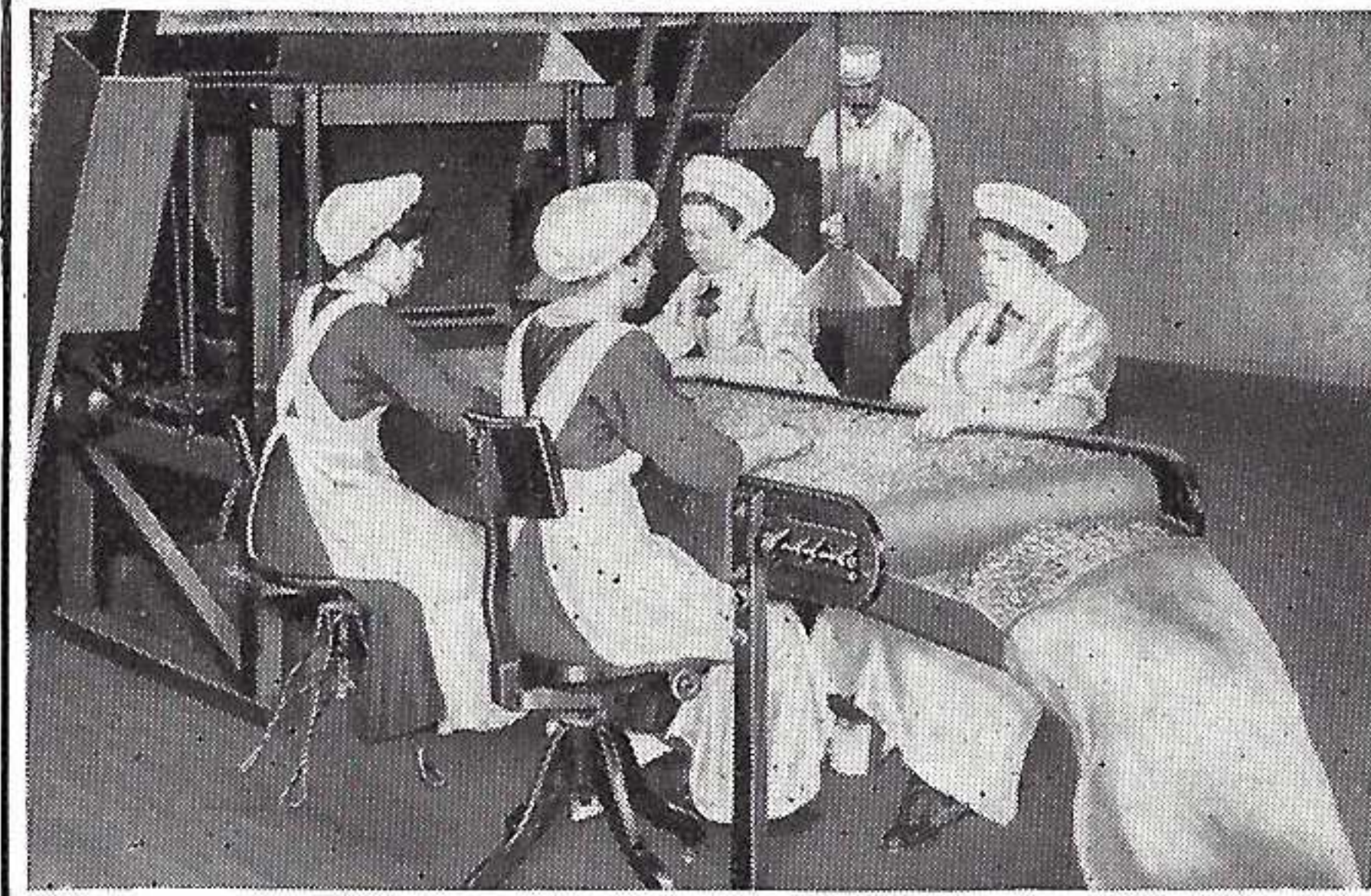
The Larkin Spice mills are particularly interesting, and though enclosed within glass partitions the visitor can see enough of the different processes to understand the care taken to keep the spices free from dust and foreign matter of all kinds. Here are packed Allspice, Nutmeg, Ginger, Mustard, Cloves, Cinnamon, Pepper (Black, White and Cayenne). An electric dust-collector absorbs all dust and dirt, and keeps the air of the packing room fresh and clean.

Larkin Co. imports the whole spices, inspects them very carefully before they are shipped to Buffalo, and again on arrival. It uses the finest modern machinery for cleaning the spices before they enter the grinding-mills. It is impossible for impurities of any kind to enter Larkin Spices.

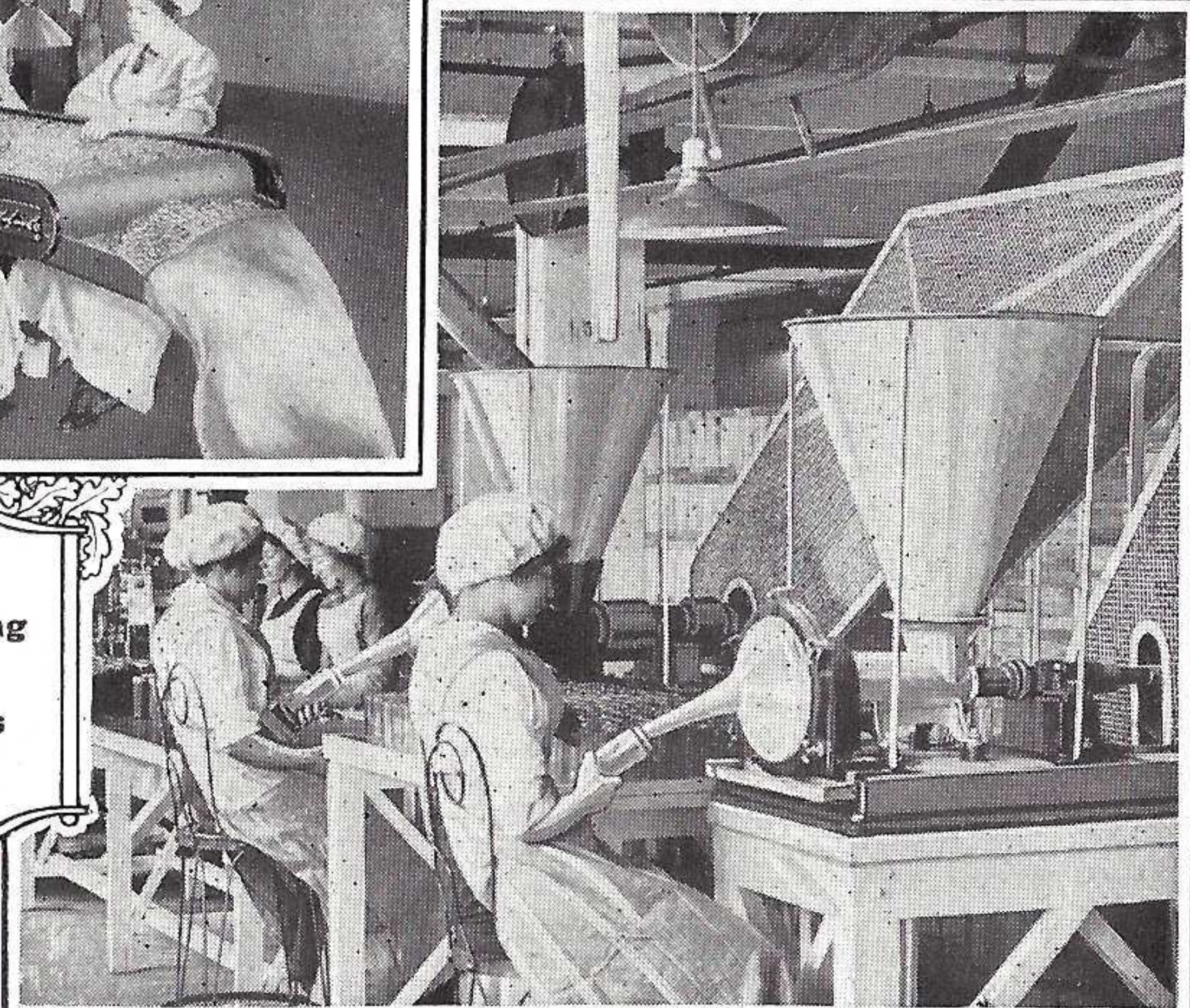




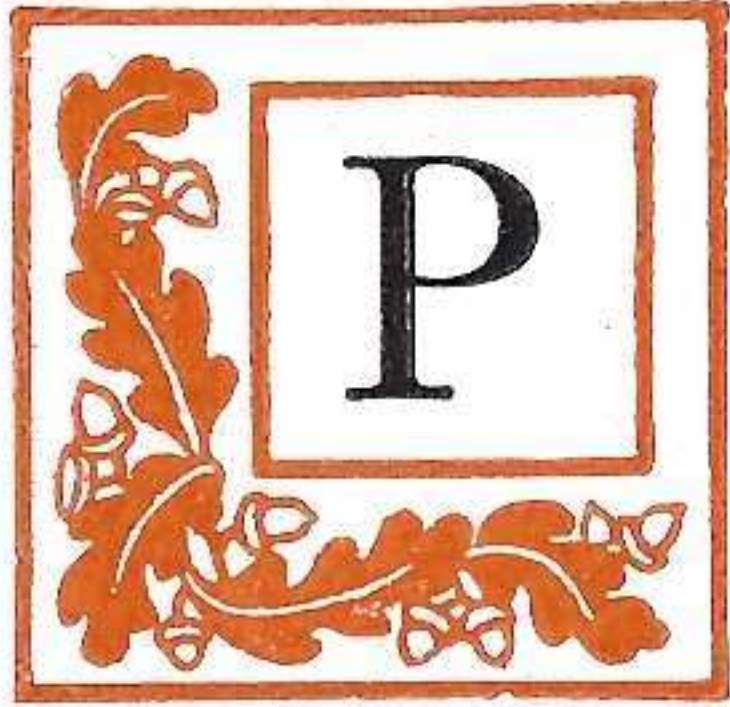
Bottling Larkin Prepared Mustard



**Inspecting
raw
Peanuts**



Bottling Peanut Butter

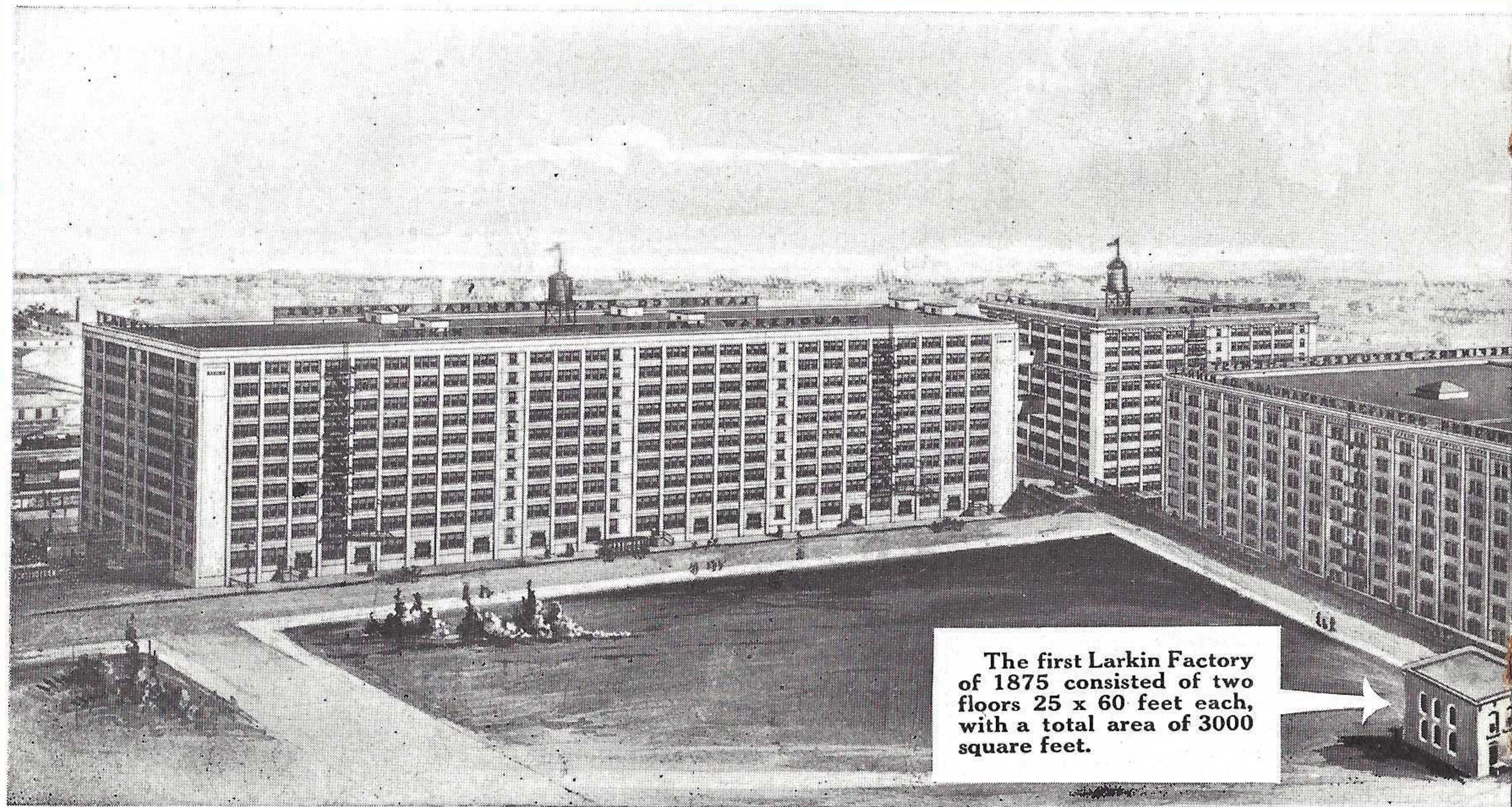
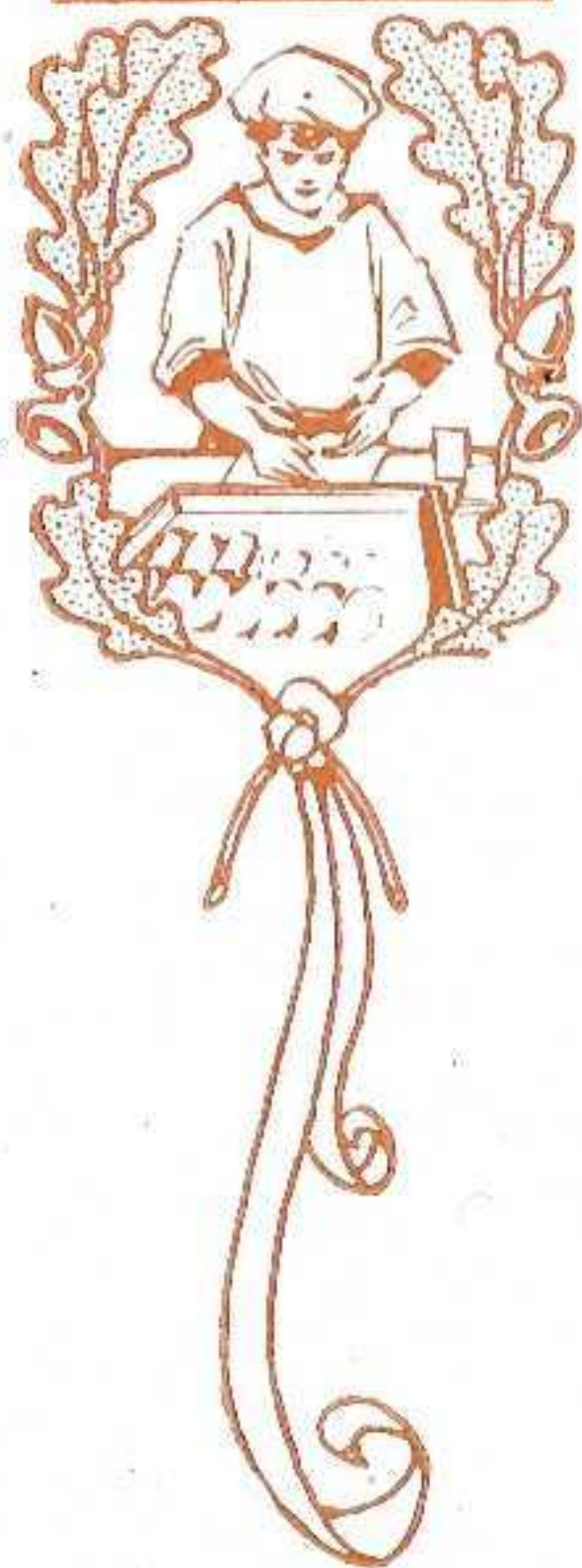


PEANUT Butter is an appetizing substitute for creamery butter. Larkin Co. brings from the South thousands of sacks of hand-picked, shelled raw peanuts. The peanuts are first roasted, and afterwards cleaned and blanched. From the mechanical cleaner they are led on a broad revolving belt between two rows of experienced workers who inspect them carefully, and remove any foreign matter which escapes the picking machine. They are then salted, and put through a grinding-machine, where being rich in oil, they speedily become transformed into peanut butter.

Larkin Mustard is ground and prepared from the best grade of mustard seed. To this is added spices and vinegar, and the whole skilfully compounded to make Larkin Prepared Mustard, a deservedly popular Product. The absence of handling is a point of great importance in the preparation of modern foodstuffs and one to which the American housewife is paying a great deal of attention. This cleanly, modern method is splendidly exemplified in the making of all Larkin goods. Their excellence and high quality are further safeguarded by the careful testing to which all articles made in the Larkin Factories are subjected, and by the rigorous inspections which articles, purchased for our use from outside sources, undergo.

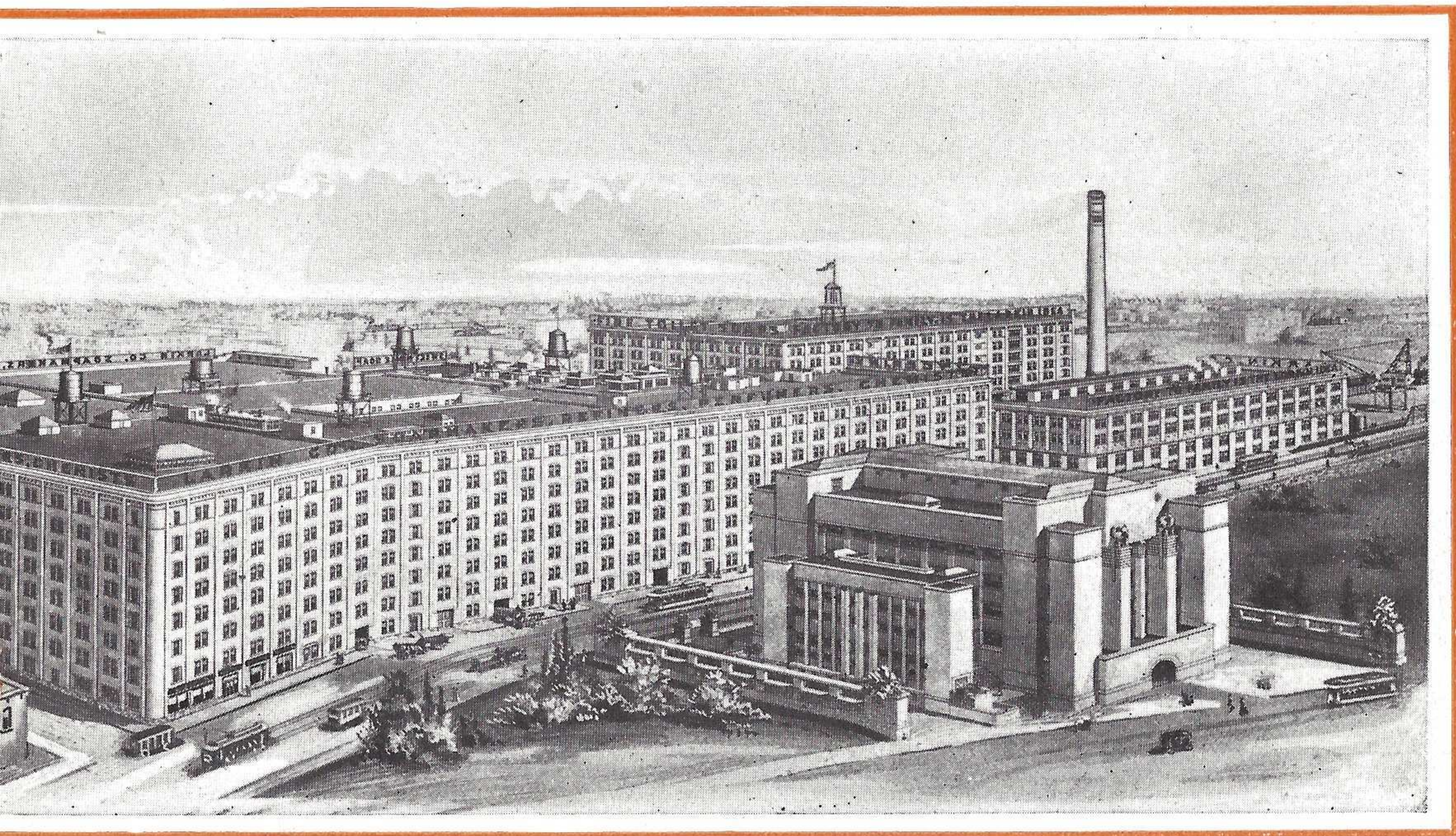
The best evidence of the genuine merits of Larkin Products and the ideal conditions under which they are made, is the fact that those who make them habitually purchase them. Mrs. Bright was shown how the great majority of the 3500 Larkin employees in Buffalo voluntarily purchase Larkin Products—especially Larkin Food Products—in preference to all others, and learned that this is also true with Larkin Premiums.



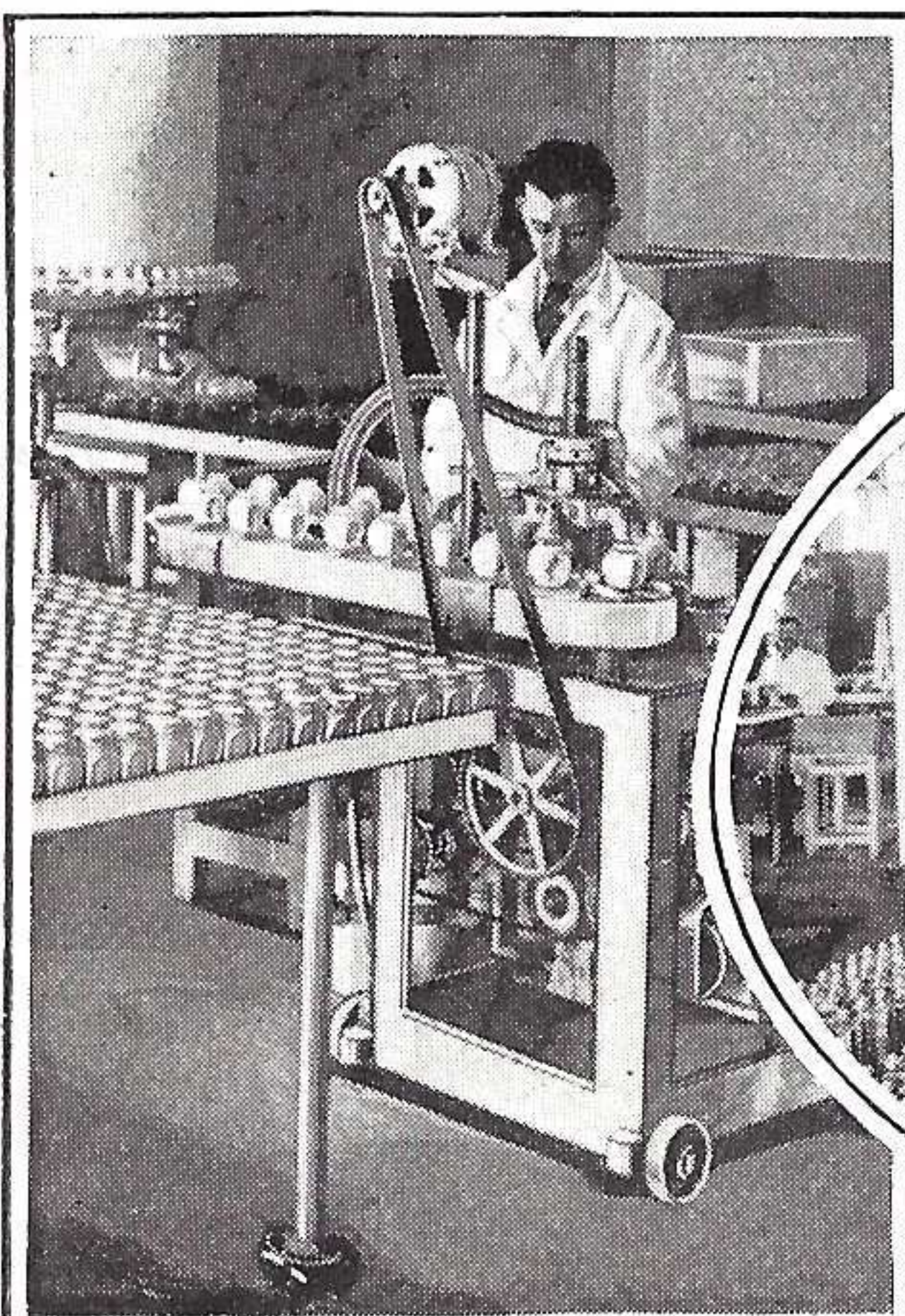


The first Larkin Factory of 1875 consisted of two floors 25 x 60 feet each, with a total area of 3000 square feet.

The present gigantic Larkin Factories contain over 75 acres of floor space and can accommodate a million American homes. The great building on the extreme left of the



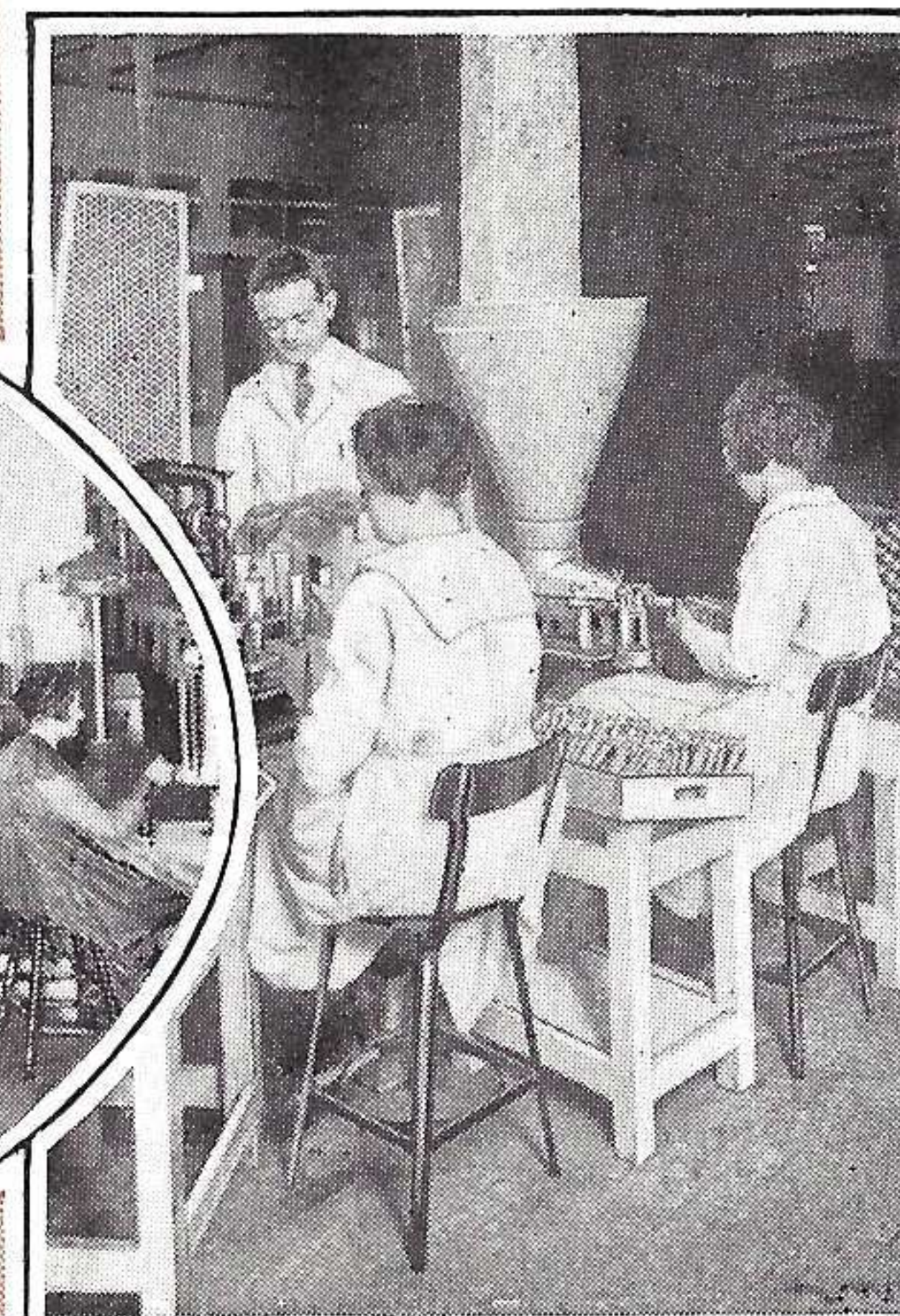
e, and have become a national institution supplying the needs of over
is group is our Terminal Warehouse which is described on page 45



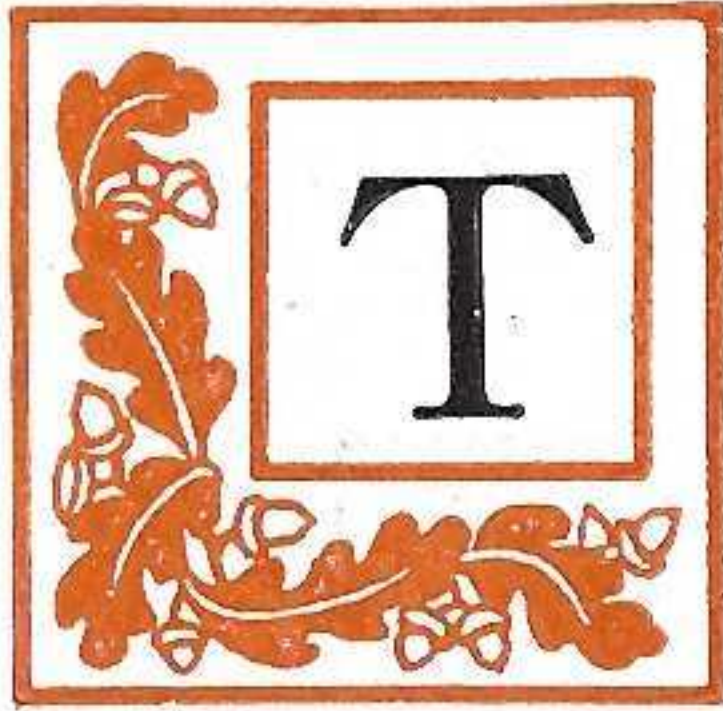
Filling Jars with Larkin Cold Cream



Section of the Toilet Preparations Department



Filling Tubes with Larkin Tooth Paste

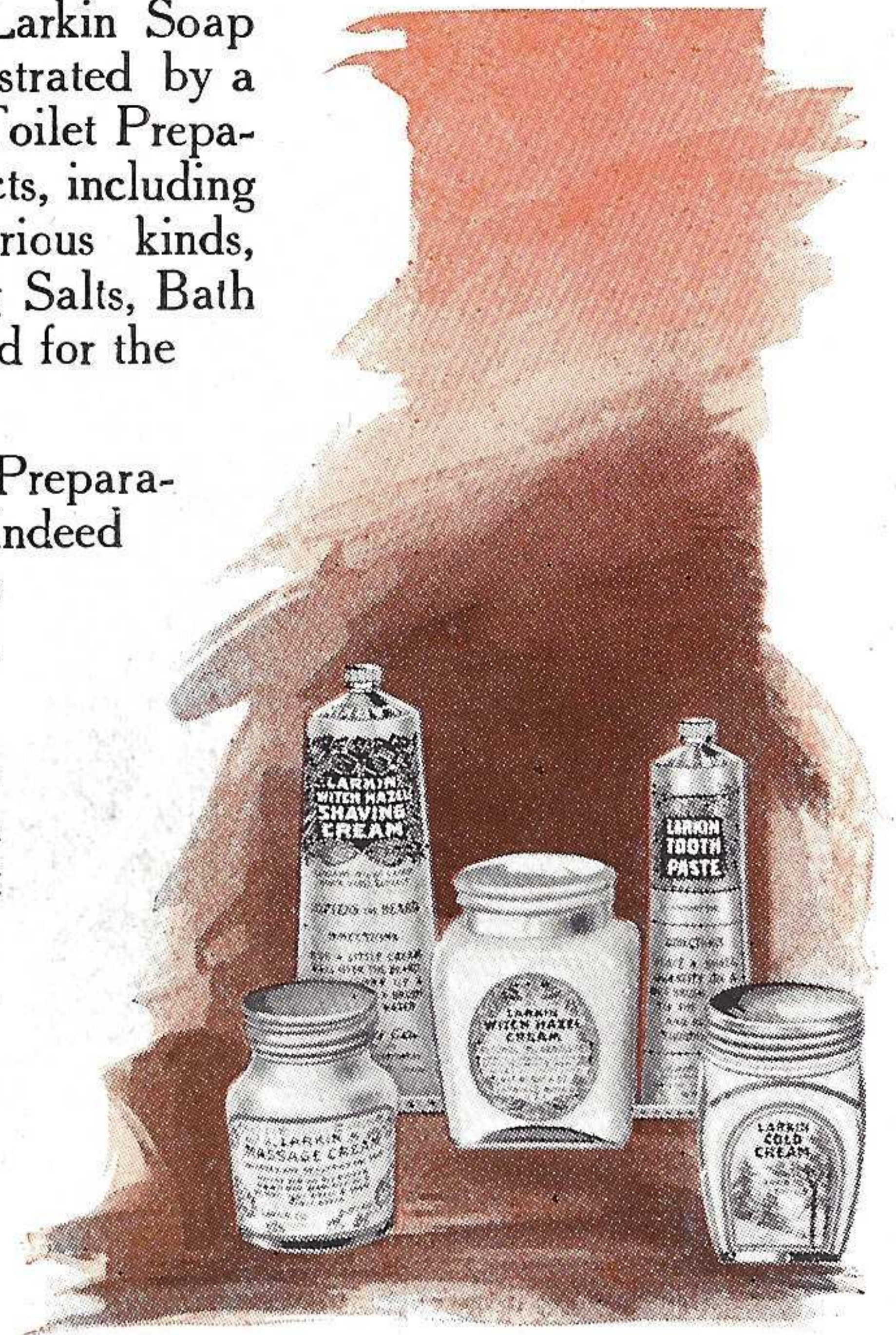


THE way in which the Larkin business has grown from the "Larkin Soap Co." into the "Larkin Factory-to-Family Plan" is aptly illustrated by a glance through the pages of our Catalog devoted to Larkin Toilet Preparations. This department is responsible for 35 different Products, including Complexion and other Creams, Toilet Powders of various kinds, Dentifrices, Hair Tonic, Bay Rum, Egg Shampoo, Smelling Salts, Bath Salts, etc. The list includes almost, if not everything required for the toilet of the refined man or woman.

The offerings of high-class drug-stores are paralleled by the Larkin Toilet Preparations, with this one point of difference—that Larkin Products, though equal, indeed often superior, to the offerings of high-class stores, bring you Premium-value besides, without extra cost. A big gain when you stop to consider it, isn't it?

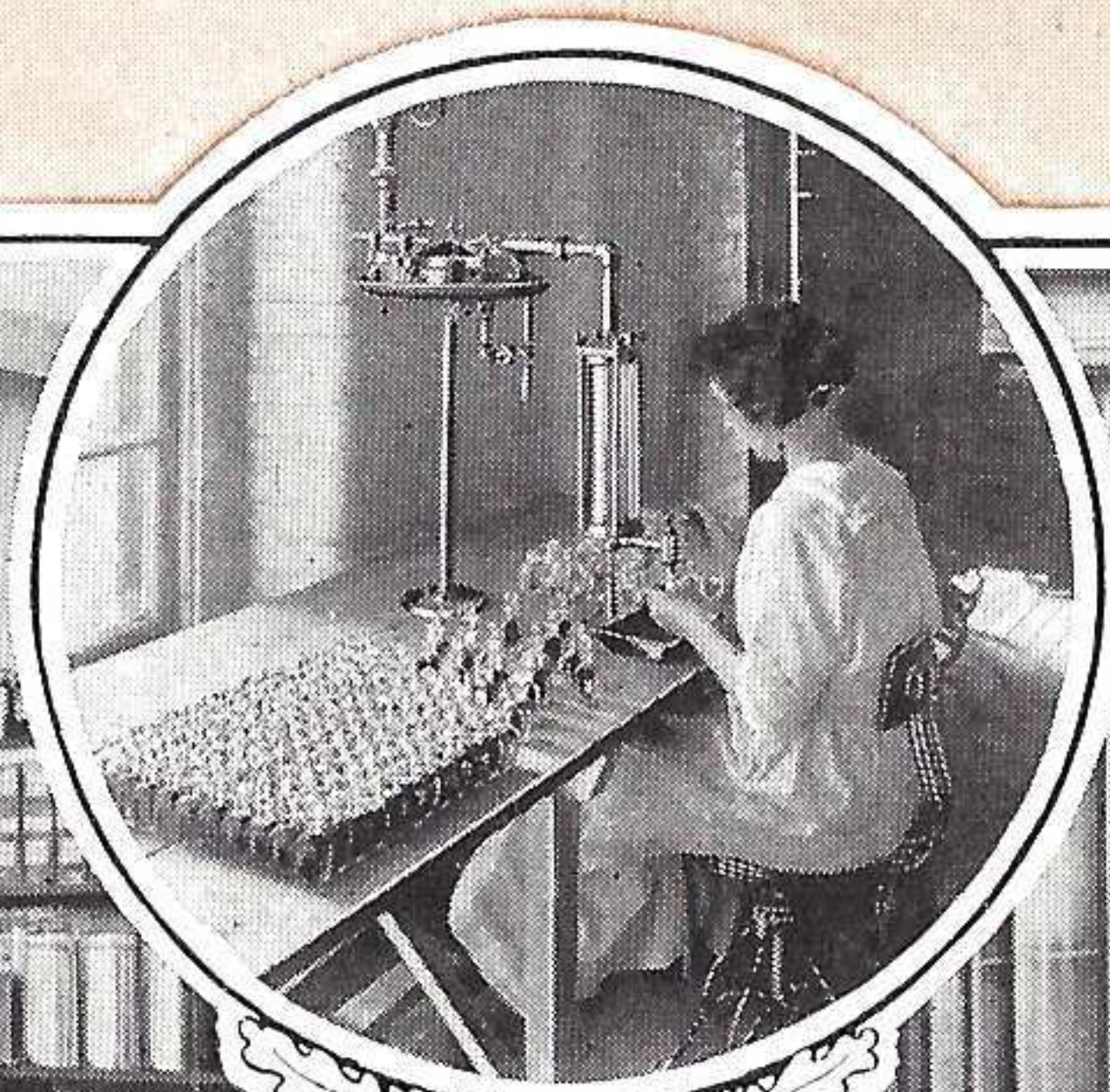
The same unbending standard of purity, and quality, and strict truthfulness in description, that characterizes all Larkin Products, is found in Larkin Toilet Preparations. Our Catalog sets forth the various uses of the different Products, and in some instances states the ingredients from which they are made.

The illustrations on the opposite page show a section of our Factories engaged in the manufacture and packing of Larkin Toilet Preparations. Note the mechanical devices, the absence of handling, and the scrupulous cleanliness. These features attracted Mrs. Bright's particular attention, and pleased her so much that she said, "Henceforth none but Larkin Toilet Preparations for me."

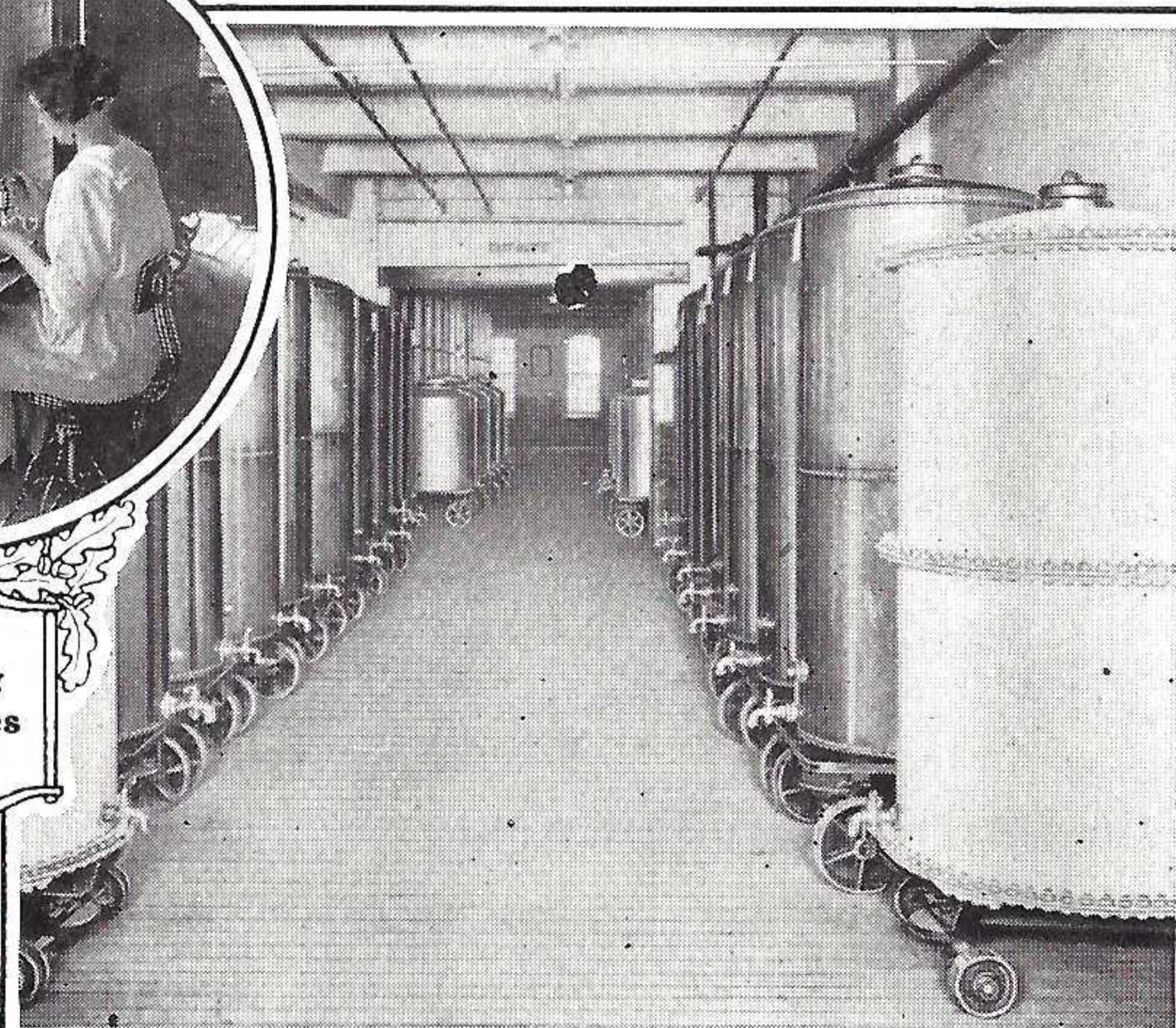




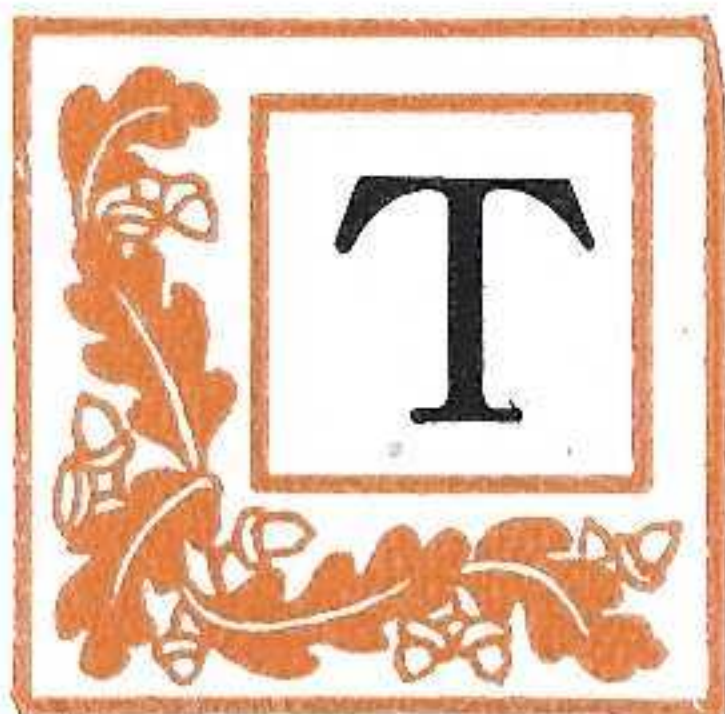
Storage Vault for Materials from which Perfumes are made



**Bottling
Perfumes**



Storage Tanks for Perfumes, Toilet Waters, etc.



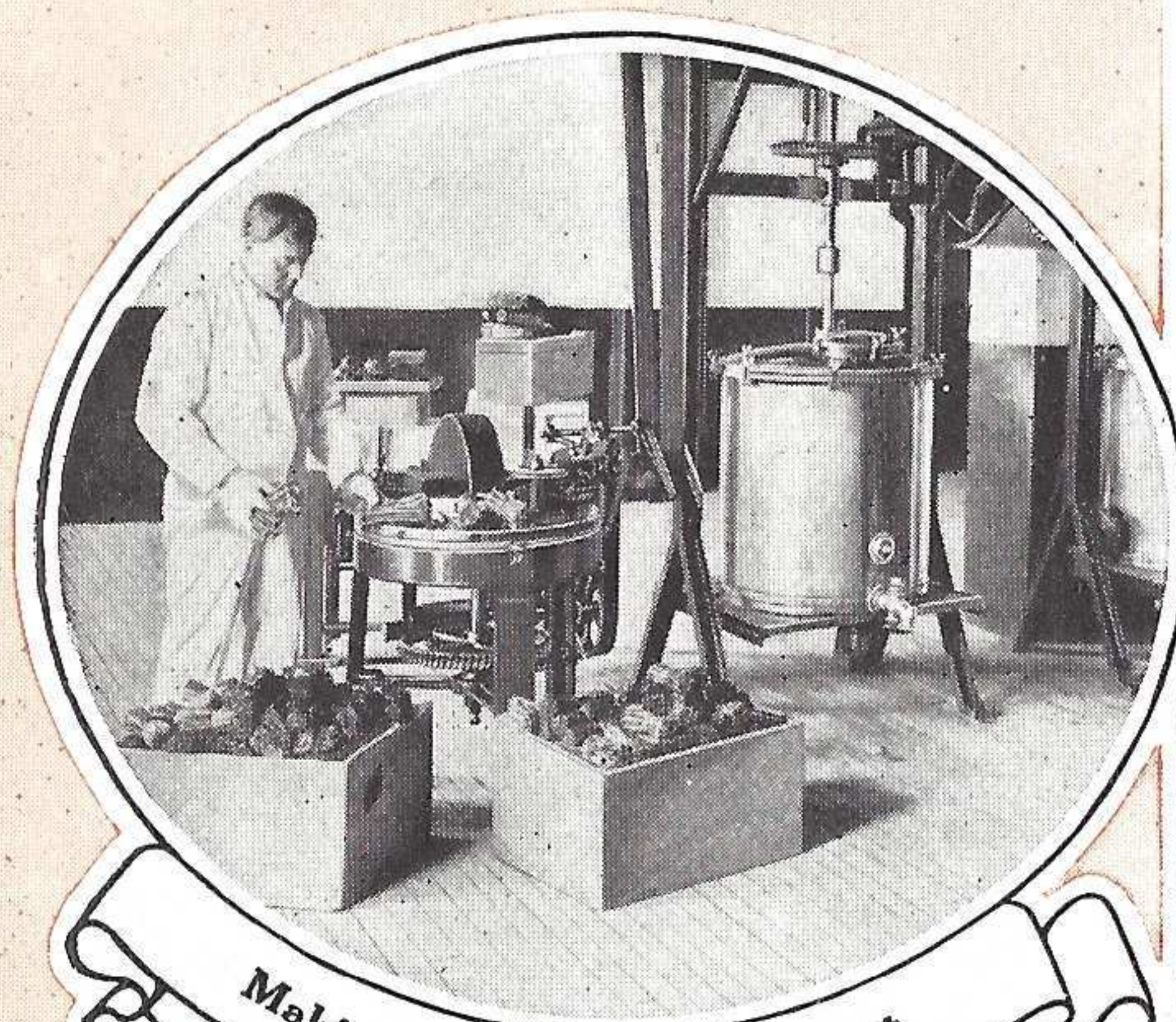
THE Perfumery Strong-room or Vault is always an object of interest to visitors, since it is filled with valuable essences, oils and pomades from all over the world. Within this little steel-and-iron-bound room are stored highly concentrated perfume stocks and materials, small in size but large in value. The nine small coppers shown on this page hold 625 ounces of Oil of Rose, technically known as Attar of Roses. The money value of this oil is \$10,000—as Mrs. Bright said: “a mighty small space for so much money.” Note the seals of the Bulgarian government, and the quaint fashion in which the coppers are wrapped in felt. The contents of this vault usually represents over a quarter of a million dollars.

Larkin Perfumes are bottled by hand, as shown in the small picture. Larkin Co. is the largest user of 1-ounce perfumery bottles in the world. Having found it impossible to supply itself with satisfactory bottles elsewhere, the Company runs its own bottle factory at Greensburg, Pa. We refer the reader to our Catalog, for full details of the different Perfumes and Toilet Waters made here.

As a result of the skill exercised in the Larkin Perfumery Laboratory, and the experience gained in producing just the right combination of delicacy, fragrance and concentrated strength, this section of the Larkin Factories is constantly engaged in an endeavor to meet the steadily increasing demand. Larkin Perfumes are appreciated by women of refinement all over the country.

The lower photograph on page 28 shows the storage tanks in which Perfumes, Toilet Waters, Flavoring Extracts, etc., are stored. The unusual delicacy and fragrance of these Products have made them deservedly popular from coast to coast.

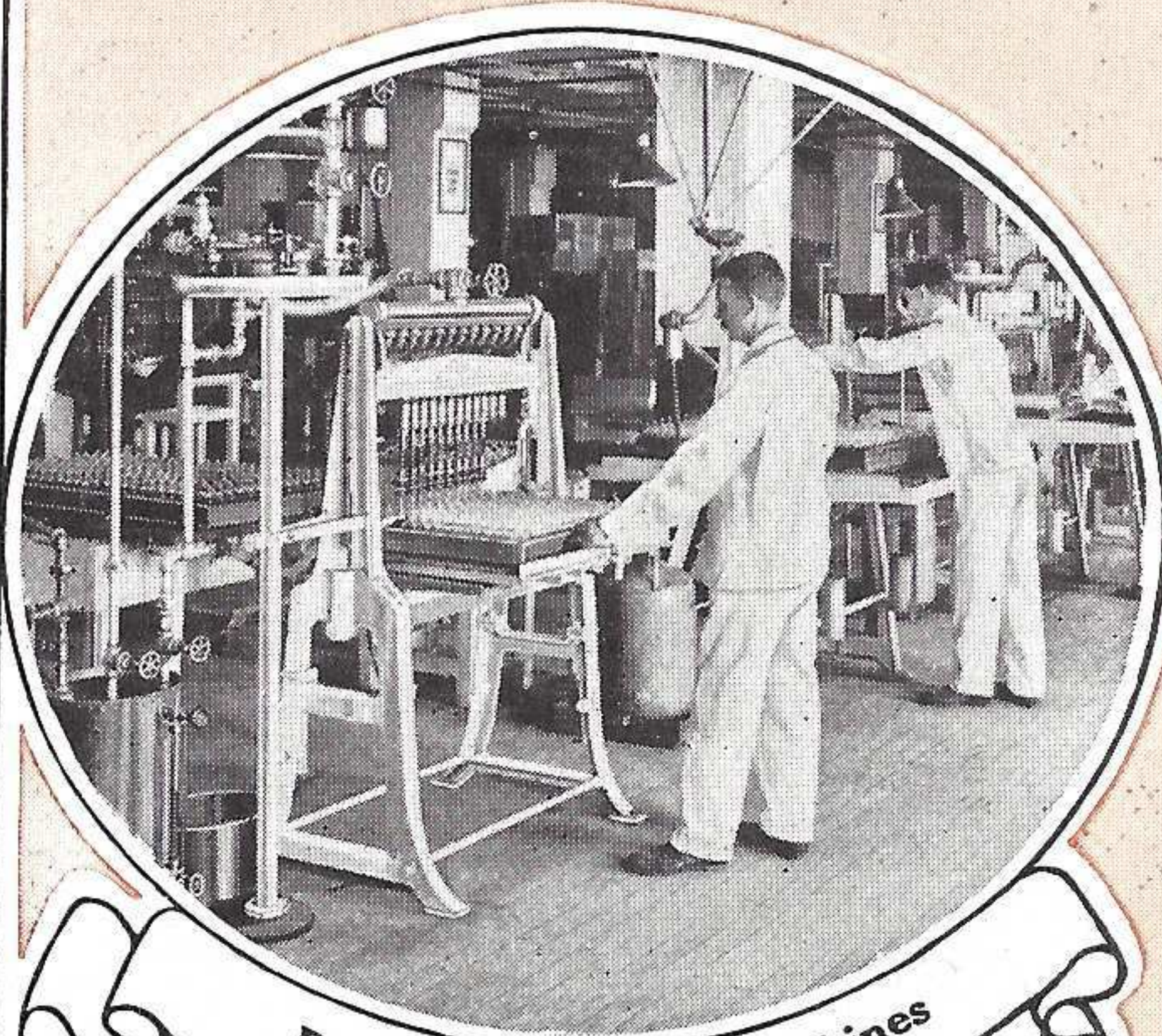




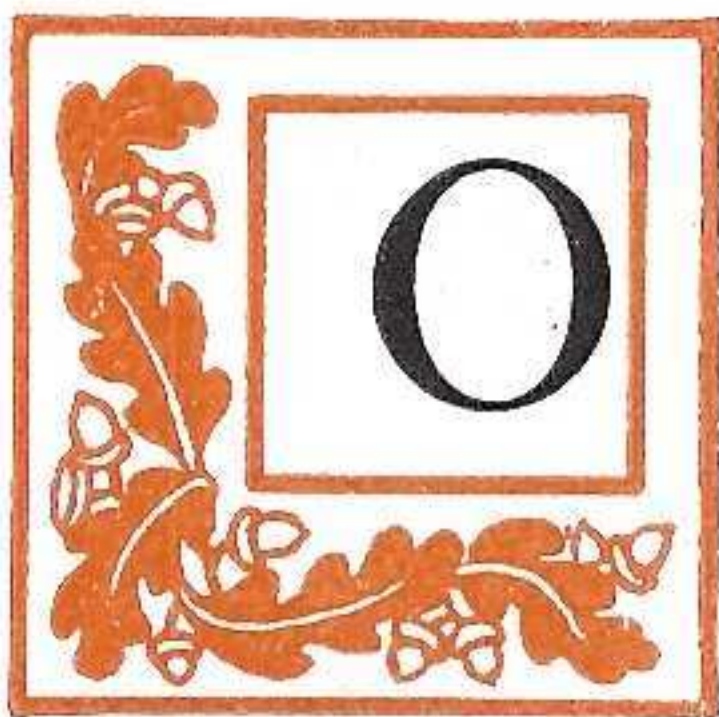
Making Larkin Vanilla Extract



Pharmacal-Tablet Machines



Battery of Bottling-Machines



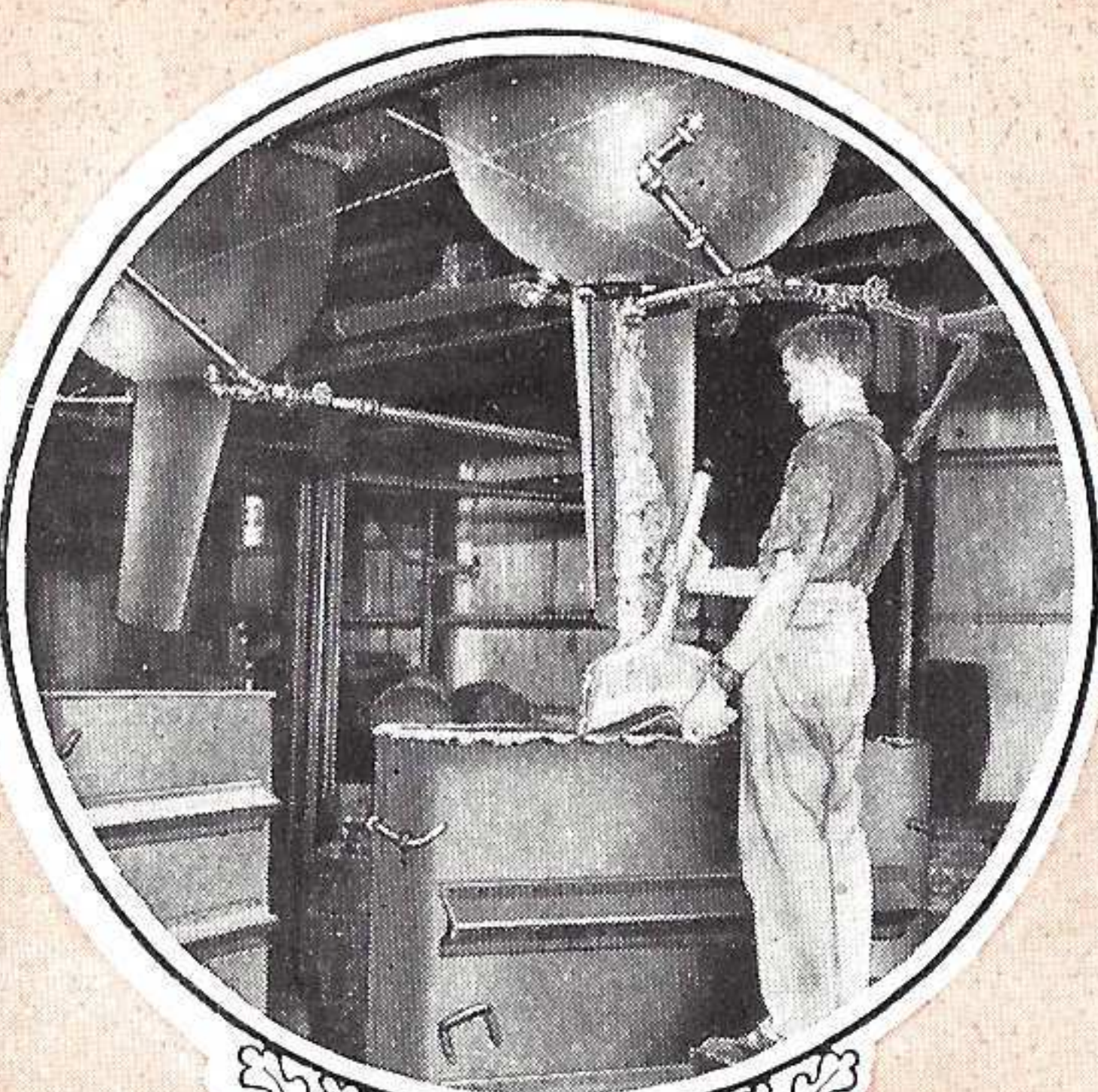
ONLY the best procurable grade of fine Vanilla beans is used in making Larkin Vanilla Extract. The beans are chopped, then ground, and the ground mass agitated in liquids which remove most of the vanilla extract from the beans. Such portion as remains is absorbed in percolators, in which the extracting liquor slowly percolates through the mass, carrying with it the rest of the vanilla. The extract is then conveyed to steel glass-lined storage tanks, each of which holds over 3,000 gallons. In these tanks the extract is aged and seasoned, before being bottled.

The battery of bottling-machines shown on the opposite page is decidedly interesting. Each machine fills from 15,000 to 20,000 bottles a day! Pipes connect the machines with storage tanks on the floor above, and the fluids pass to them by gravity. A row of a dozen nozzles drop into the necks of as many bottles, all of which are filled at one operation. Most Larkin liquid products (except Perfumes) are bottled by machines of this kind.

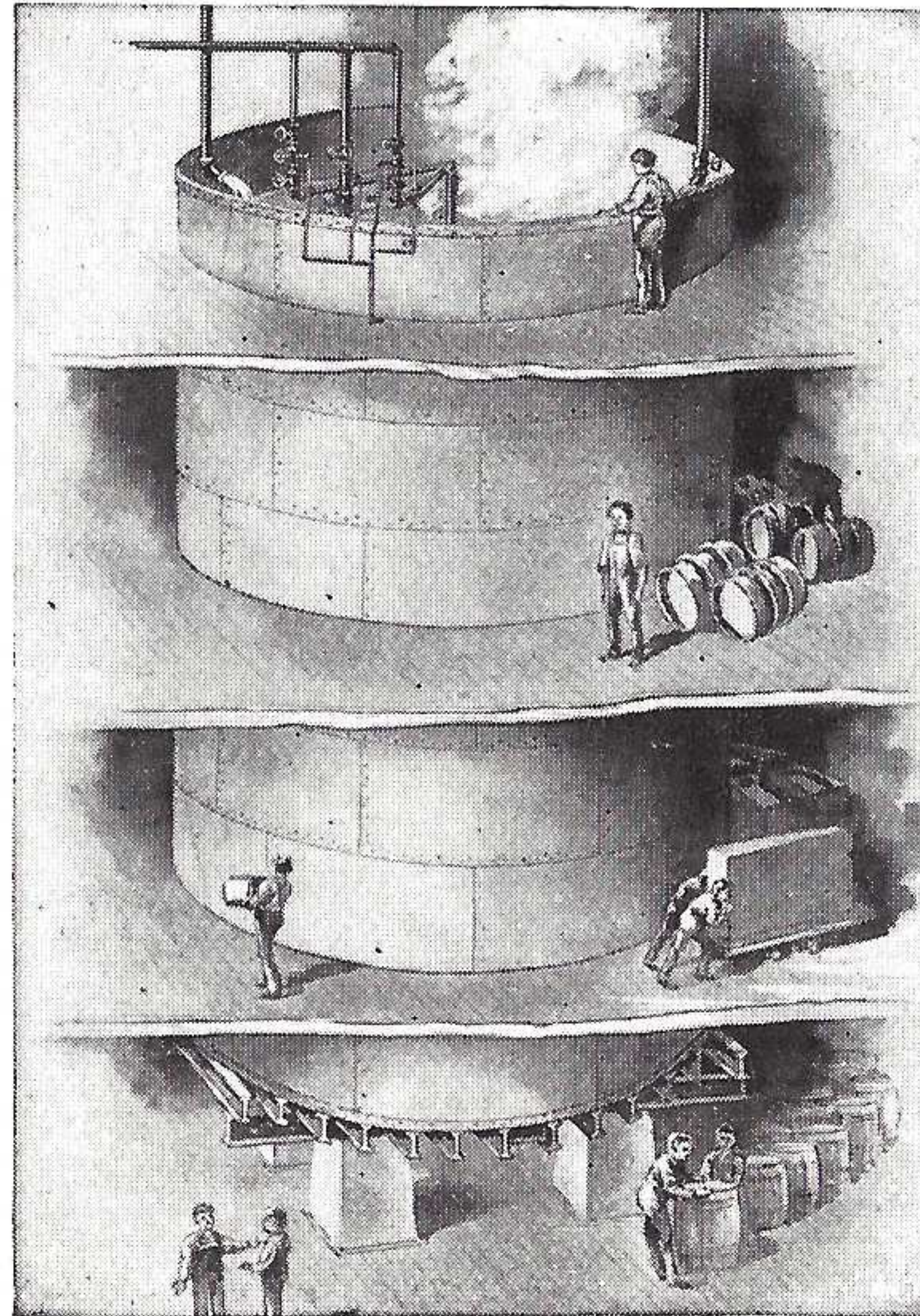
The stamping-machine shown on the opposite page is used in the manufacture of Soda Mint, Charcoal, Cough and other Pharmacal Tablets. Here again, in this Department one sees how freely marvelously-efficient modern machinery is employed in the reduction of manufacturing costs, and the maintenance of a rigid standard of purity and quality.

The illustration at the right of this page shows a tea filling-machine. Larkin Tea is selected from the principal tea-centers of the world, and is imported direct by the Company, and tested and inspected in our own Factories by a Larkin tea-expert. Its superior quality commends it to discriminating tea-drinkers everywhere.



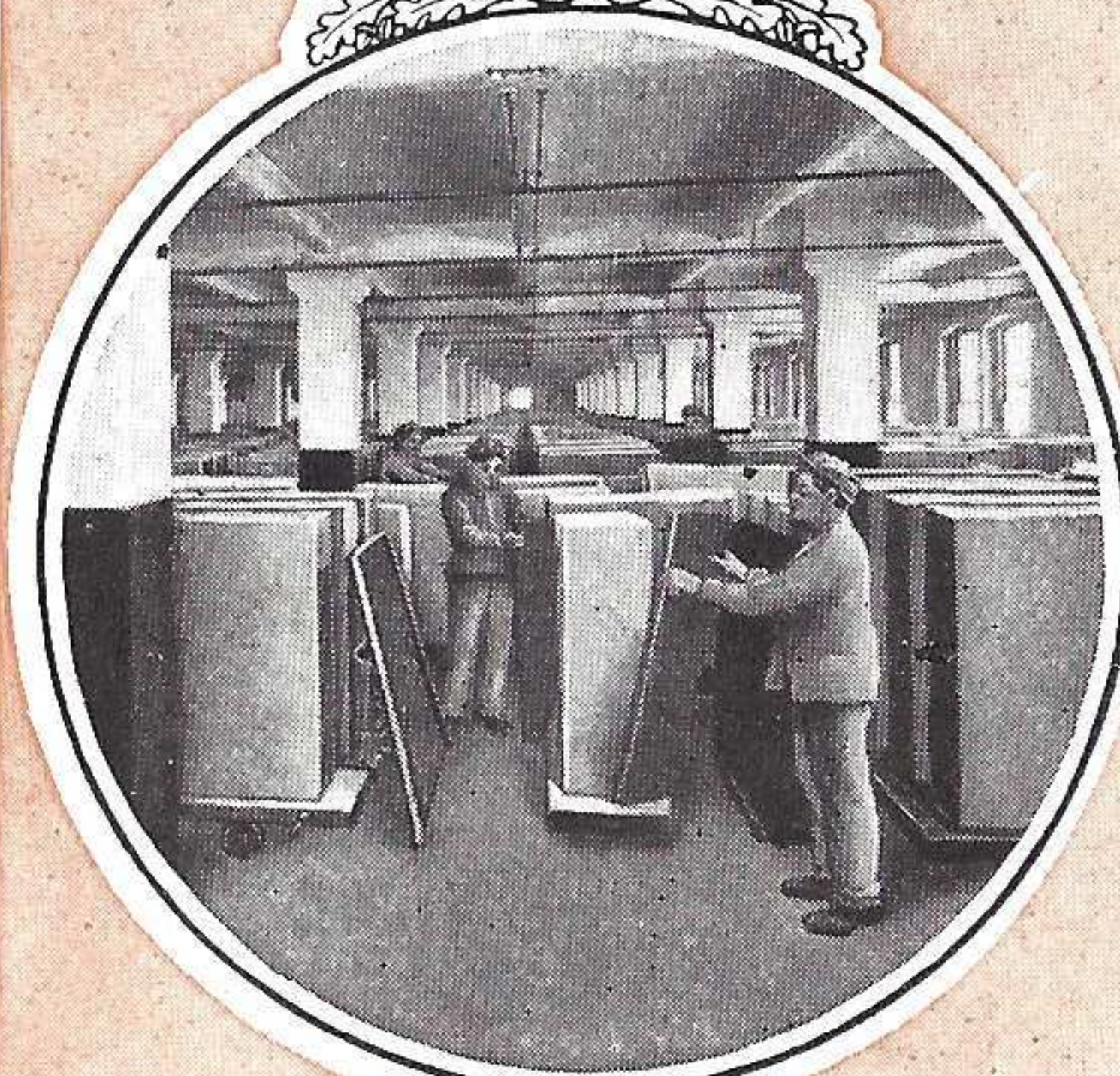


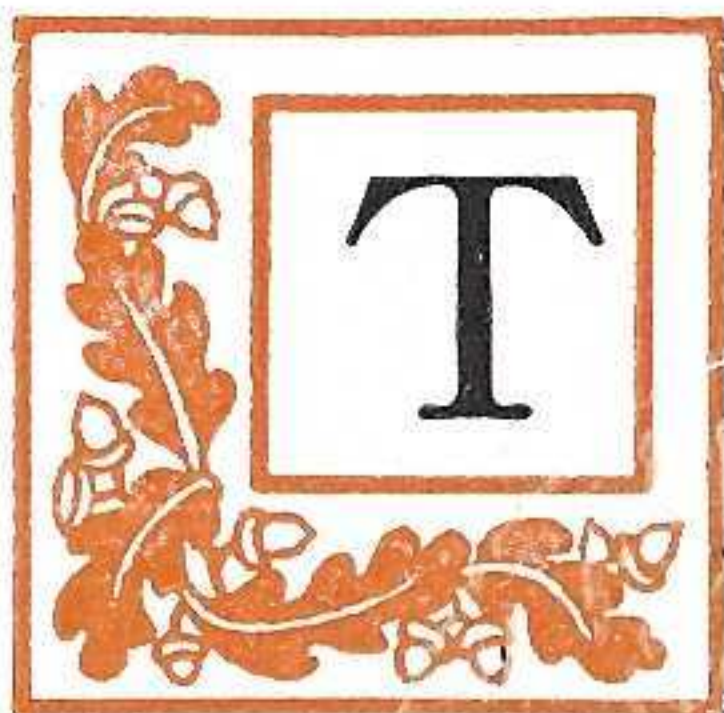
A "Crutch-
ing Machine"
for "mixing"
soap thor-
oughly



One of 15 huge soap kettles, in which 576,000
lbs. of soap are produced at a single boiling

Section of
"Cooling
Room"

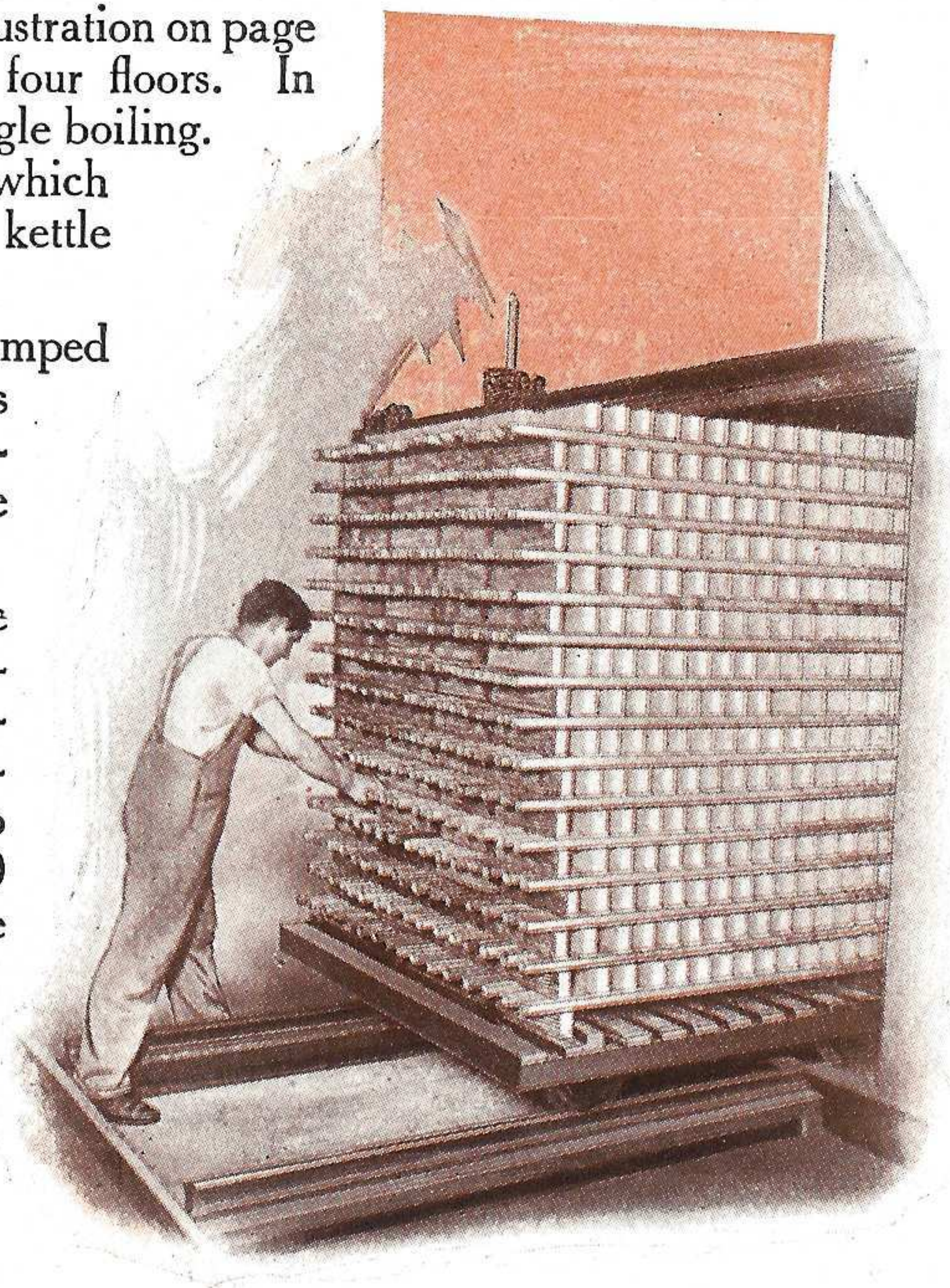




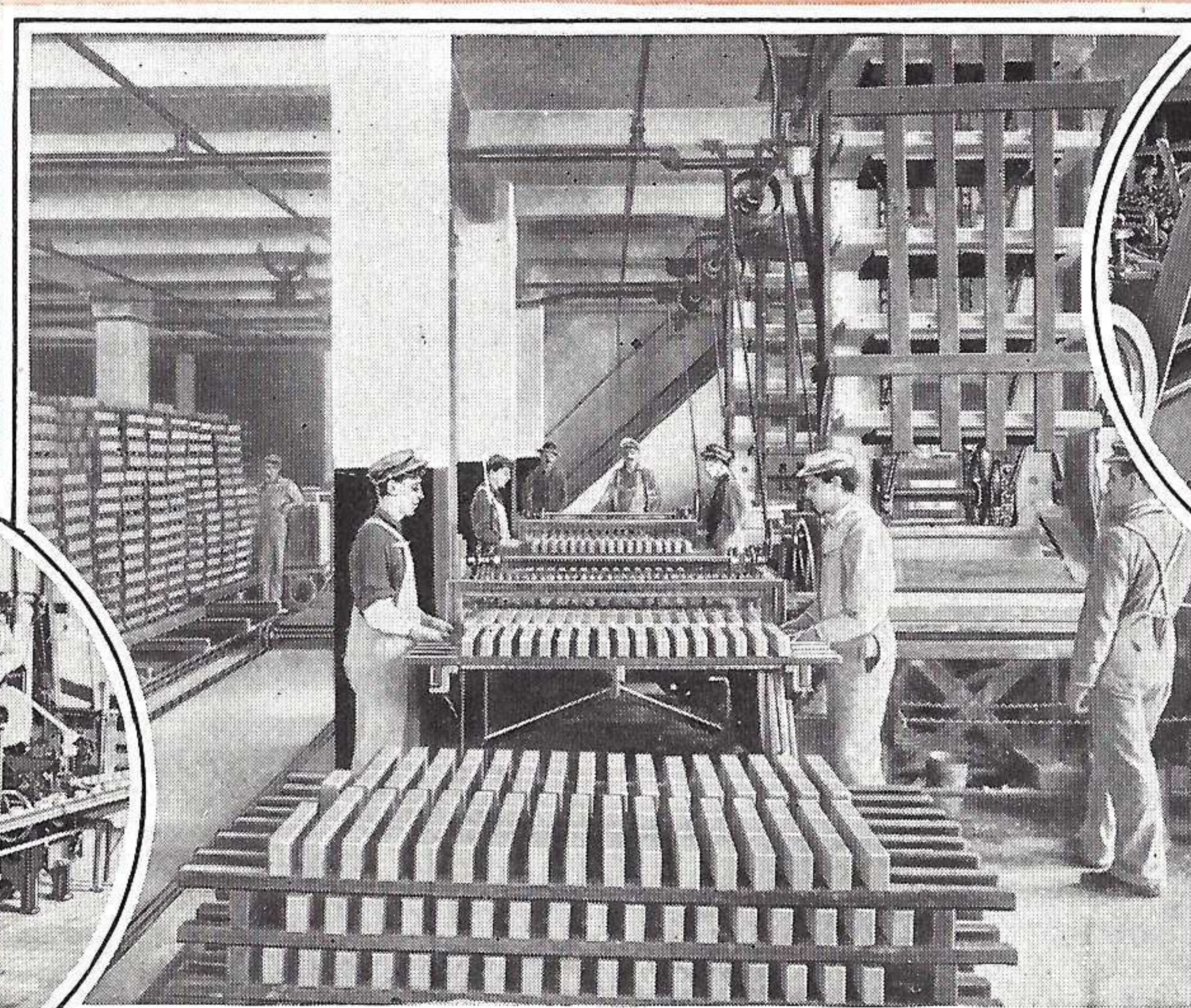
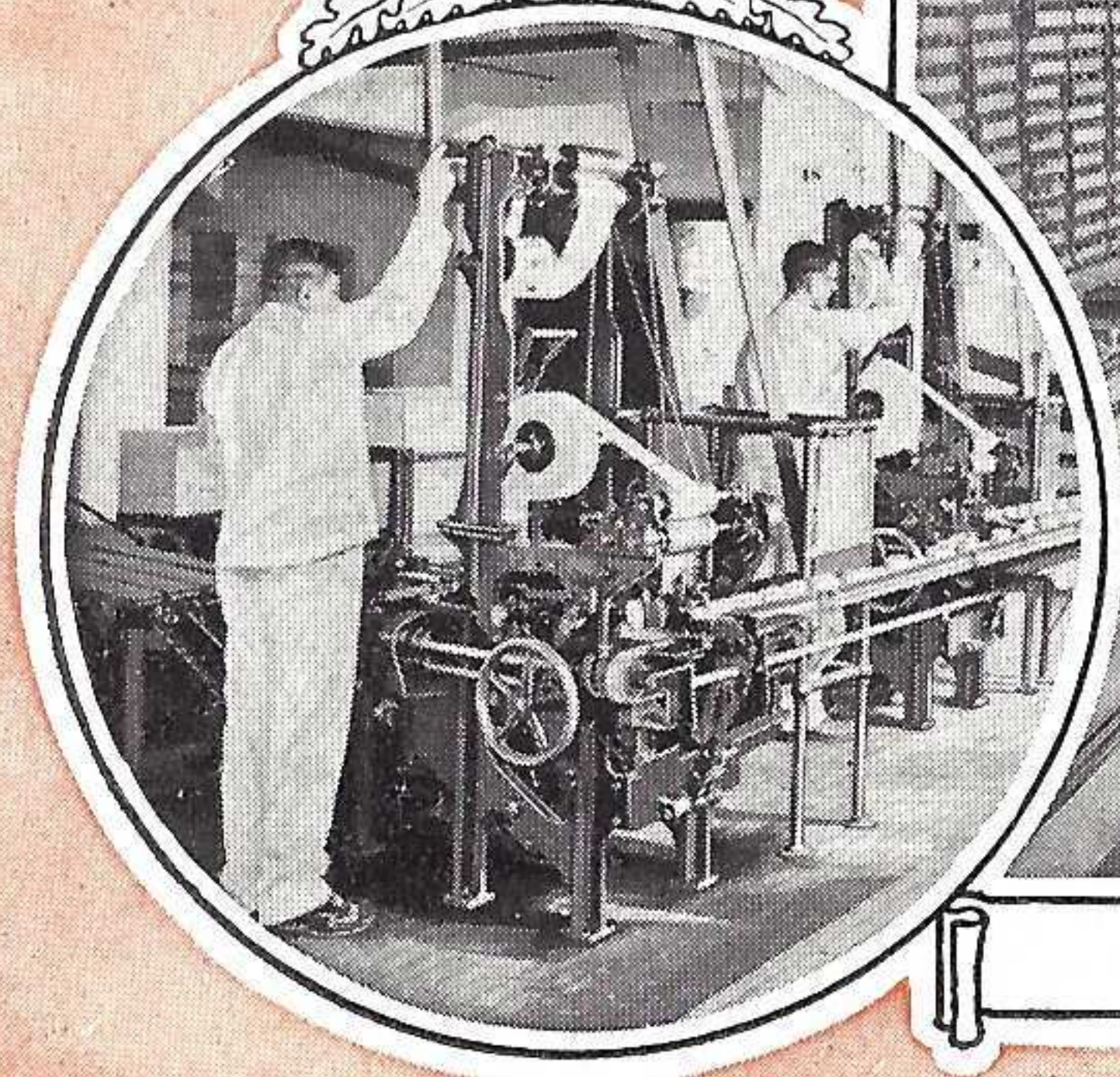
HERE are 15 soap kettles in the Larkin Factories. The illustration on page 32 shows one of the larger kettles which rises through four floors. In this kettle 576,000 pounds of soap are produced at a single boiling. Within the kettle are $1\frac{1}{4}$ miles of 2-inch steam-pipe, which furnish the necessary heat. To fill, boil and empty a kettle of this size requires about 14 days.

When a kettle is to be filled, the materials are pumped into it through pipes from a storage tank. The kettle is not filled to its capacity, as lye and tallow are not inclined to join forces on first acquaintance, so small quantities of each are gradually admitted, and under the melting influence of the steam they form a union.

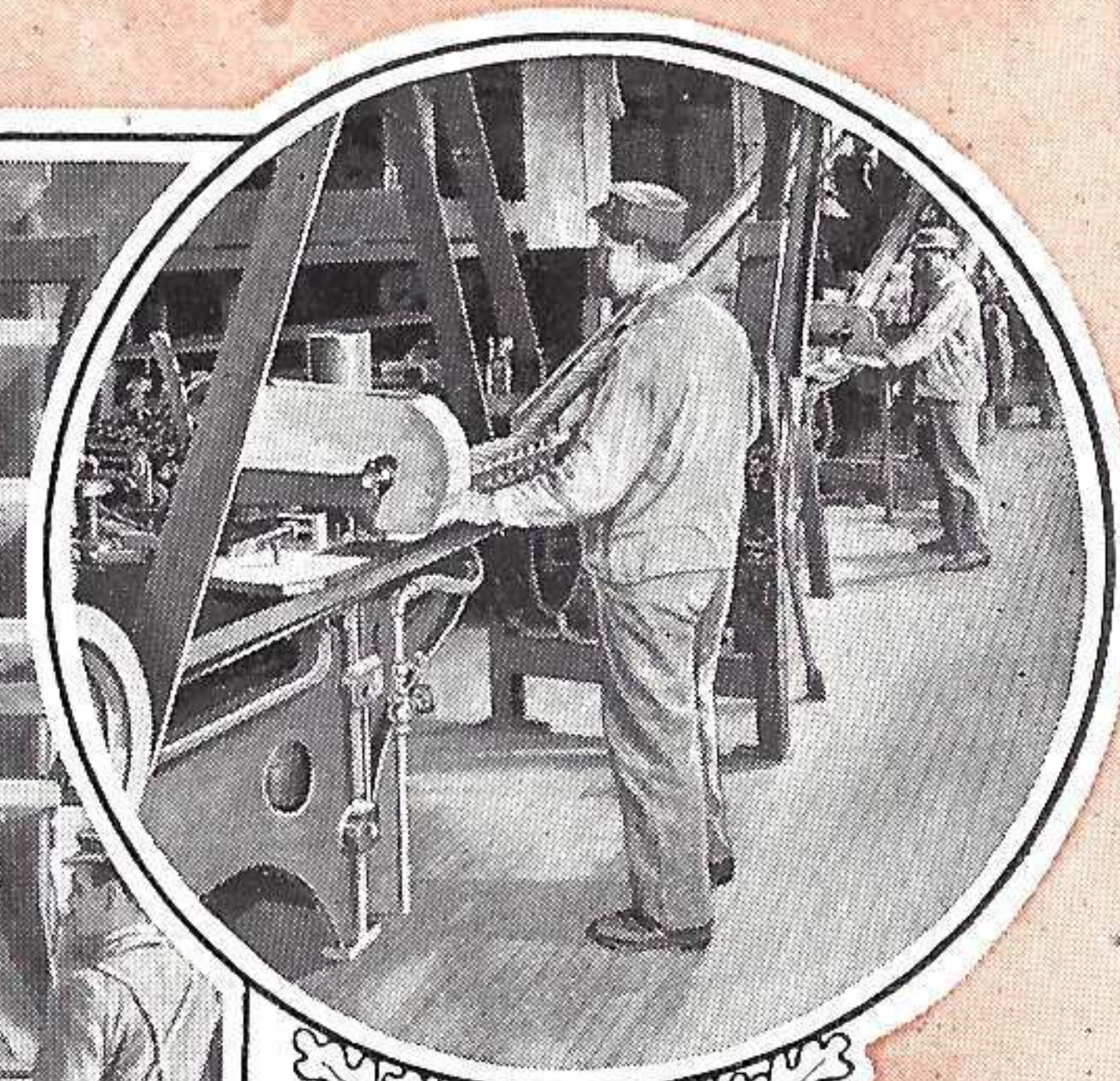
From the kettles, finally, the soap is pumped to the "crutchers." There are many of these machines, each equipped with a whirling screw, something like a ship's propeller, which rapidly stirs the melted soap and accomplishes in about 15 minutes, what used to take hours of work with a hand-paddle or "crutch." When the soap has been "crutched" it is poured into iron frames, mounted on wheeled bases. Each frame has a capacity of 1200 lbs. and when the soap has solidified, the sides and ends of the frames are removed, and the 1200-lb. block is wheeled into the cooling-room. Later, it is cut into slabs by an electrically-driven machine, which draws tightly-stretched piano-wire through the block of soap. The slabs are then cut into bars, placed on racks, and loaded on cars ready for the drying-room. The illustration below shows a car entering the drying-room. On emerging, the bars are pressed, stamped, and afterwards wrapped or cartoned ready for shipment.



Wrapping
Naphtha
White
Borax
Soap by
Machine



Slabs of Sweet Home Soap ready for drying



Stamp-
ing Sweet
Home Soap

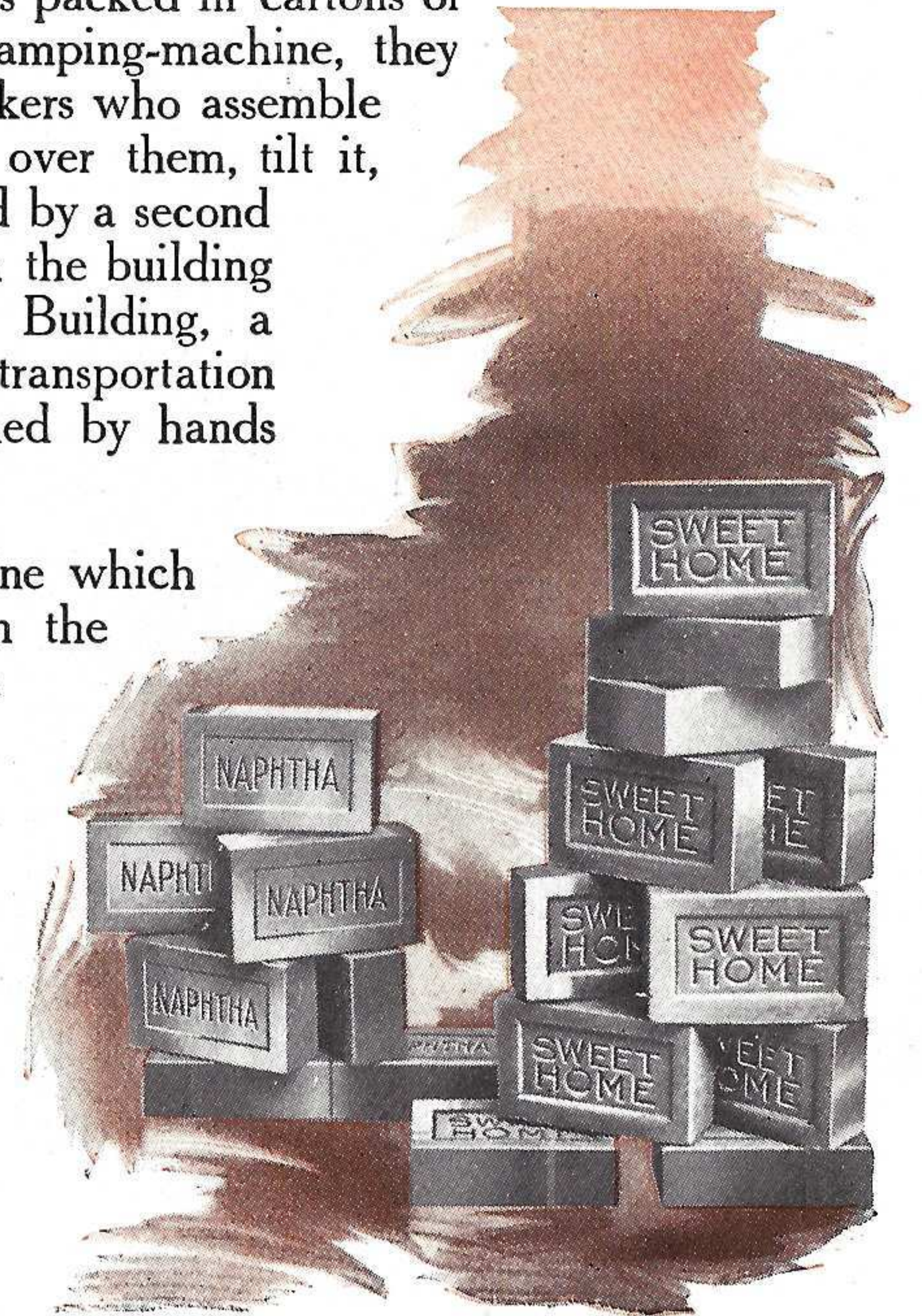


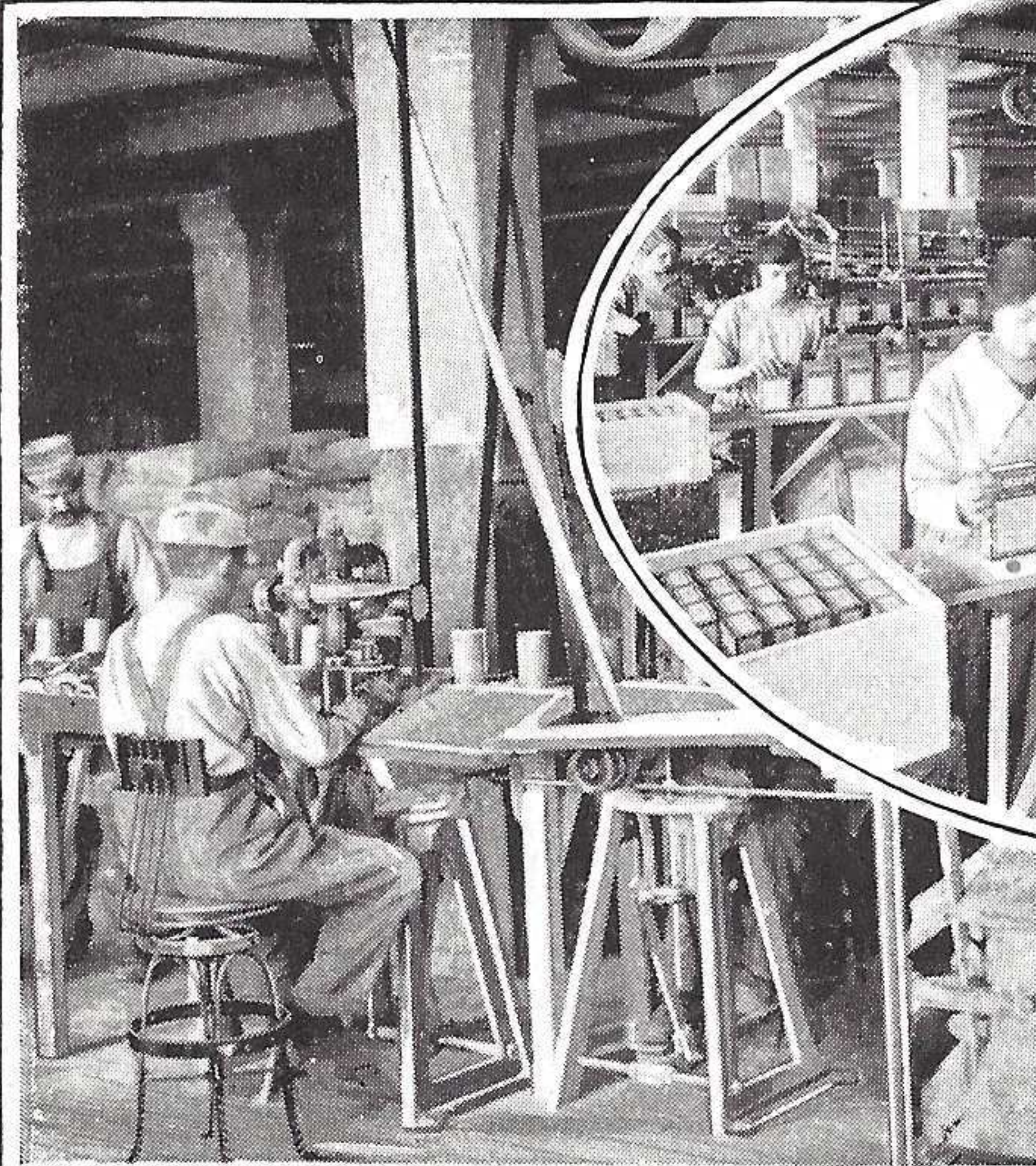
LARKIN Sweet Home Soap, known in millions of homes, is packed in cartons of ten bars each. As the bars come from the automatic stamping-machine, they drop on a moving belt, and pass between two rows of packers who assemble them in two heaps of five bars each, place a carton over them, tilt it, and fold in the open end. The filled carton is then carried by a second belt to an automatic conveyor, which transports it from the building wherein its contents have been made, to the Terminal Building, a quarter of a mile away, from which it is shipped to Larkin customers. The transportation from building to building is entirely automatic, and the carton is not touched by hands during the journey.

Larkin White Borax Naphtha Soap is transferred direct from the machine which stamps the name on the plain bar, to the Wrapping-Machine illustrated on the opposite page. These machines have a capacity of 50,000 bars of soap a day—a striking evidence of the demand for this excellent Laundry Soap.

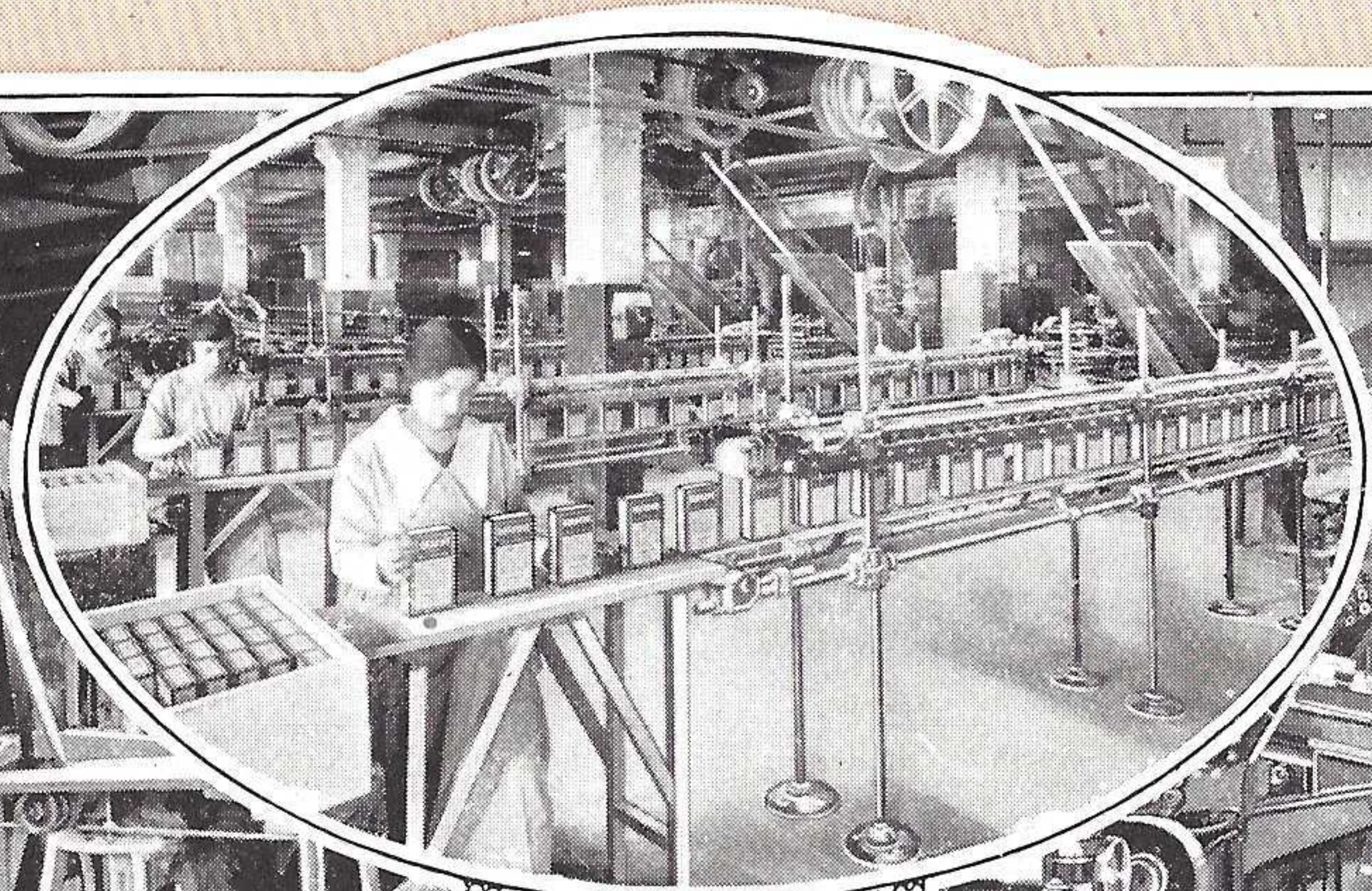
Because of its permeating naphtha odor, White Borax Naphtha Soap is not packed with other Products, but sent out in separate boxes of 50 bars each—a convenience which Larkin customers everywhere appreciate.

Larkin Co. is among the oldest and largest makers of soaps and other cleansers in the country. And Larkin Laundry Soaps, like all Larkin Products or Premiums, are covered by the comprehensive Larkin Guarantee "Satisfaction—or Your Money Back." They are of exceptional merit, being wholesome, efficient, and reliable. Their very popularity is proof positive of the unqualified endorsement of American housewives.

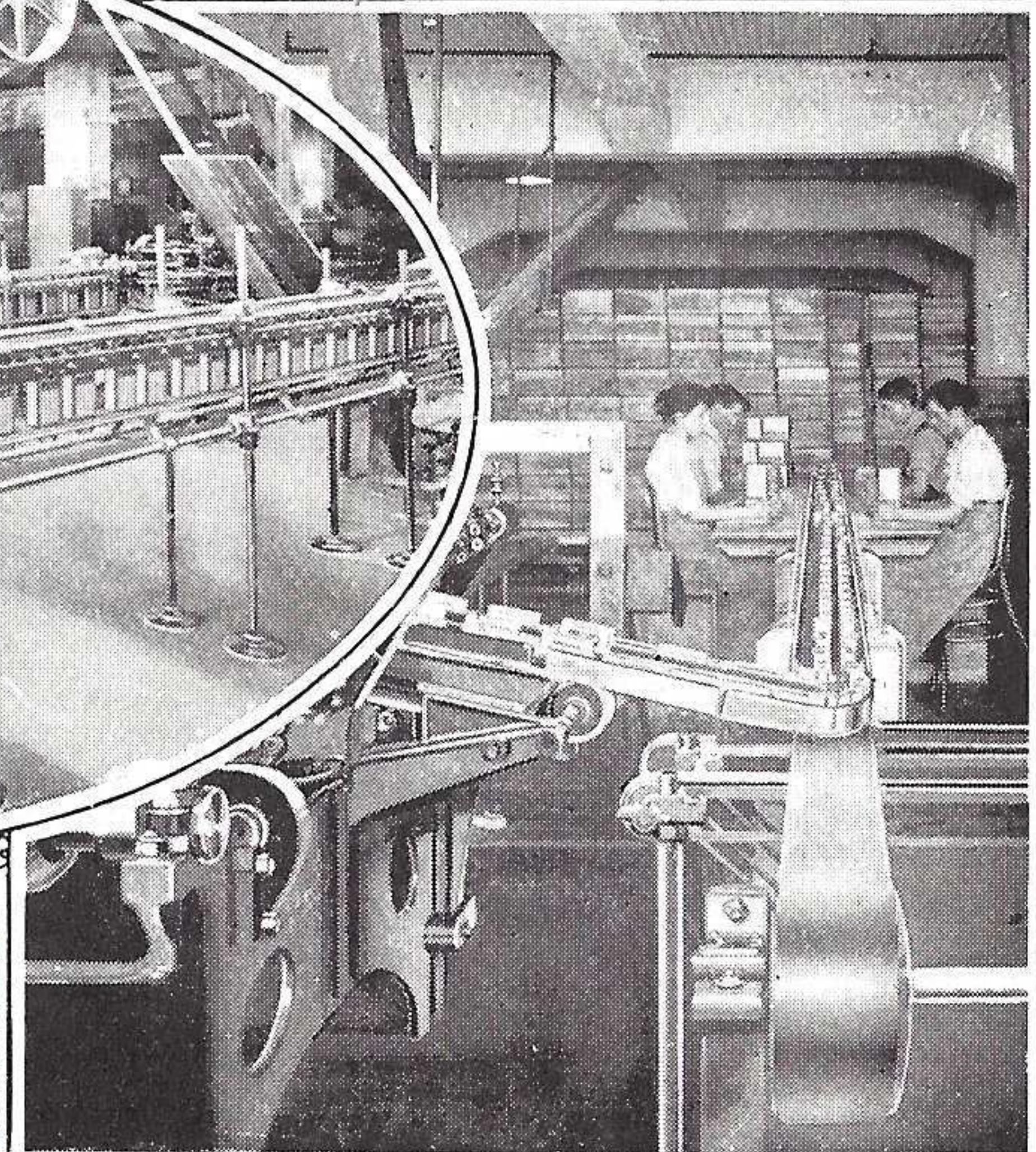




Weighing, Packaging and Labeling Scouring Powder



Boraxine
Cartons
coming from
Packaging
Machine



Machine Stamping Maid o'the Mist Soap



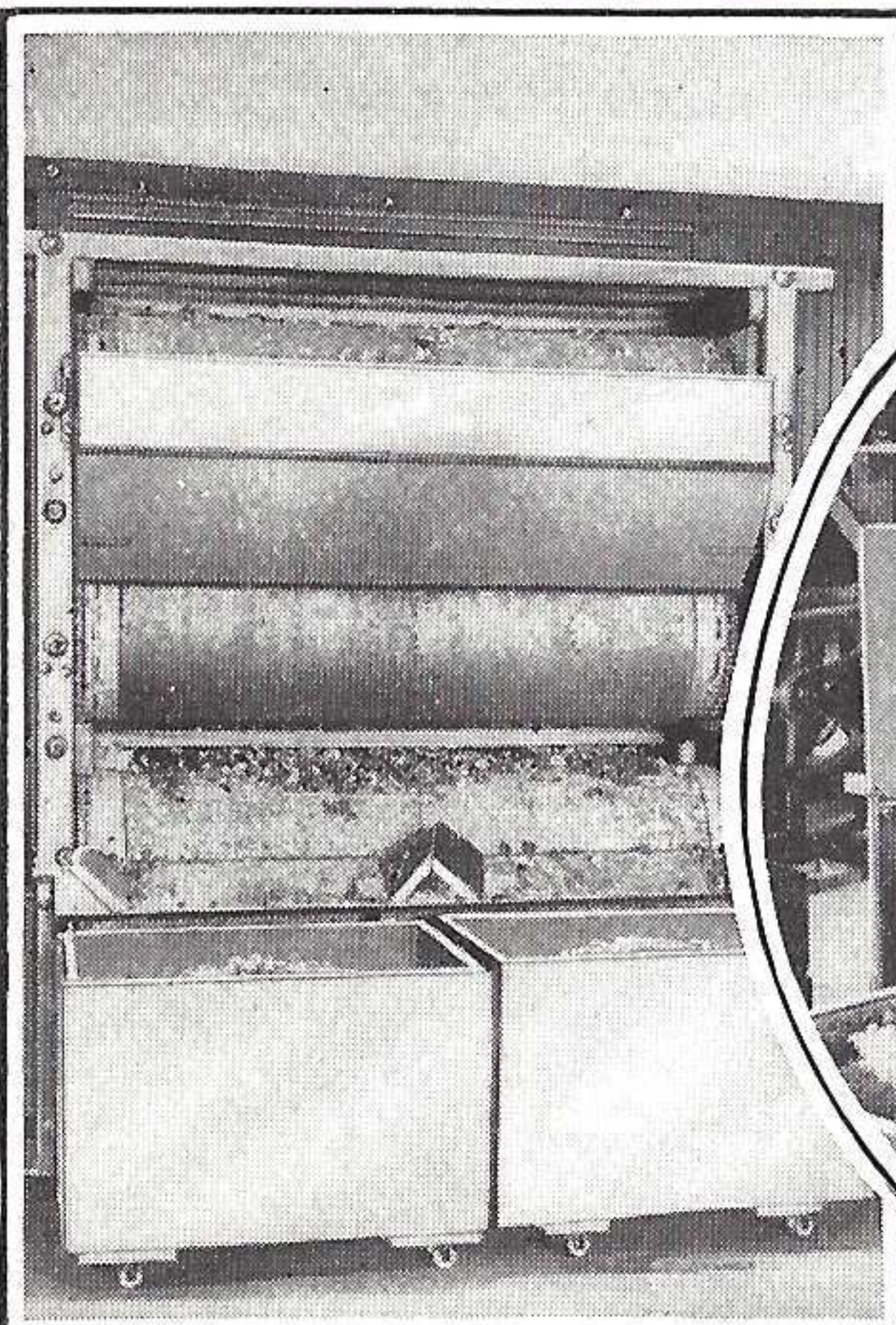
IN manufacturing Boraxine Soap Powder the boiling and “crutching” processes are the same as in making Laundry Soap, but from the “crutchers” Boraxine is conveyed to another section of the factory, and there forms into semi-fluid Boraxine. When cold it is broken up, and put into grinding-mills which have a capacity of 60,000 lbs. of powder daily. From the grinding-mills, the powder is conveyed to hoppers which feed the automatic filling and weighing machines. These machines are marvelously efficient. They weigh out precisely 16 ounces of Boraxine, drop it into the carton, and fold down and seal the top. The filled cartons then proceed to the wrapping-machine.

Maid o’ the Mist Bath Soap, by a process like that of White Borax Naphtha Soap, is stamped and wrapped by machinery, as illustrated on the opposite page. Maid o’ the Mist Soap floats, and in medium or soft water gives a generous lather, suggesting the spirit of the mighty waters at Niagara Falls from which its name was taken. It is an excellent soap for the bath, and has found favor with Larkin customers everywhere.

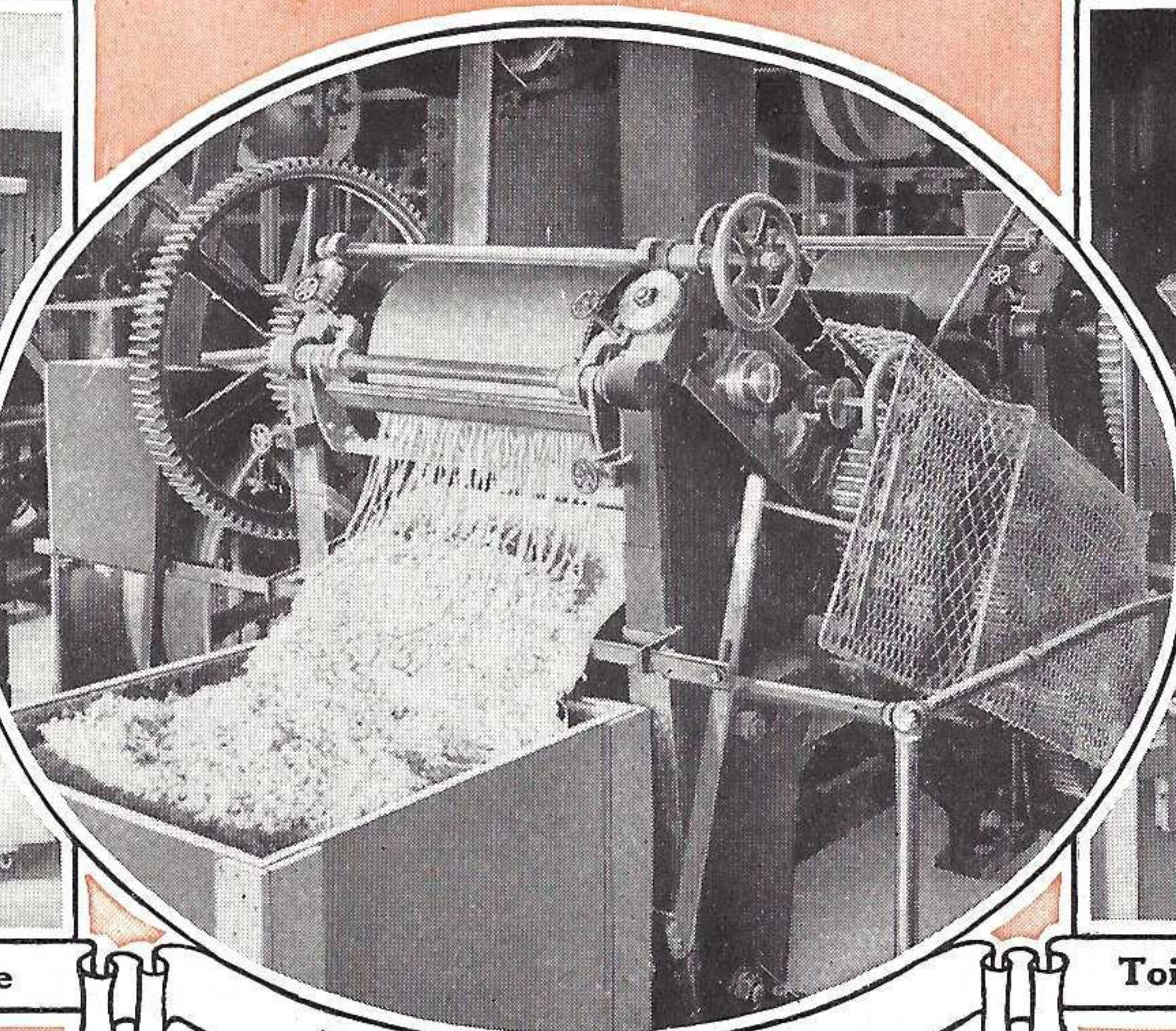
The illustration on the right of the opposite page shows the machine which weighs Larkin Scouring Powder, puts it into cartons, and affixes the wrapper. The series of operations is largely automatic, hand-labor only being used twice—first, in placing the empty cartons on the revolving belt which carries them under the hopper, from which the powder is fed, and second, in operating a machine which affixes the tops.

The illustrations opposite are a convincing proof of the Larkin maxim “*Save all cost that adds no value,*” the consistent observance of which, in every phase of the business, enables Larkin Co. to give first-class goods, and a Premium in addition—all for the price of the goods alone!

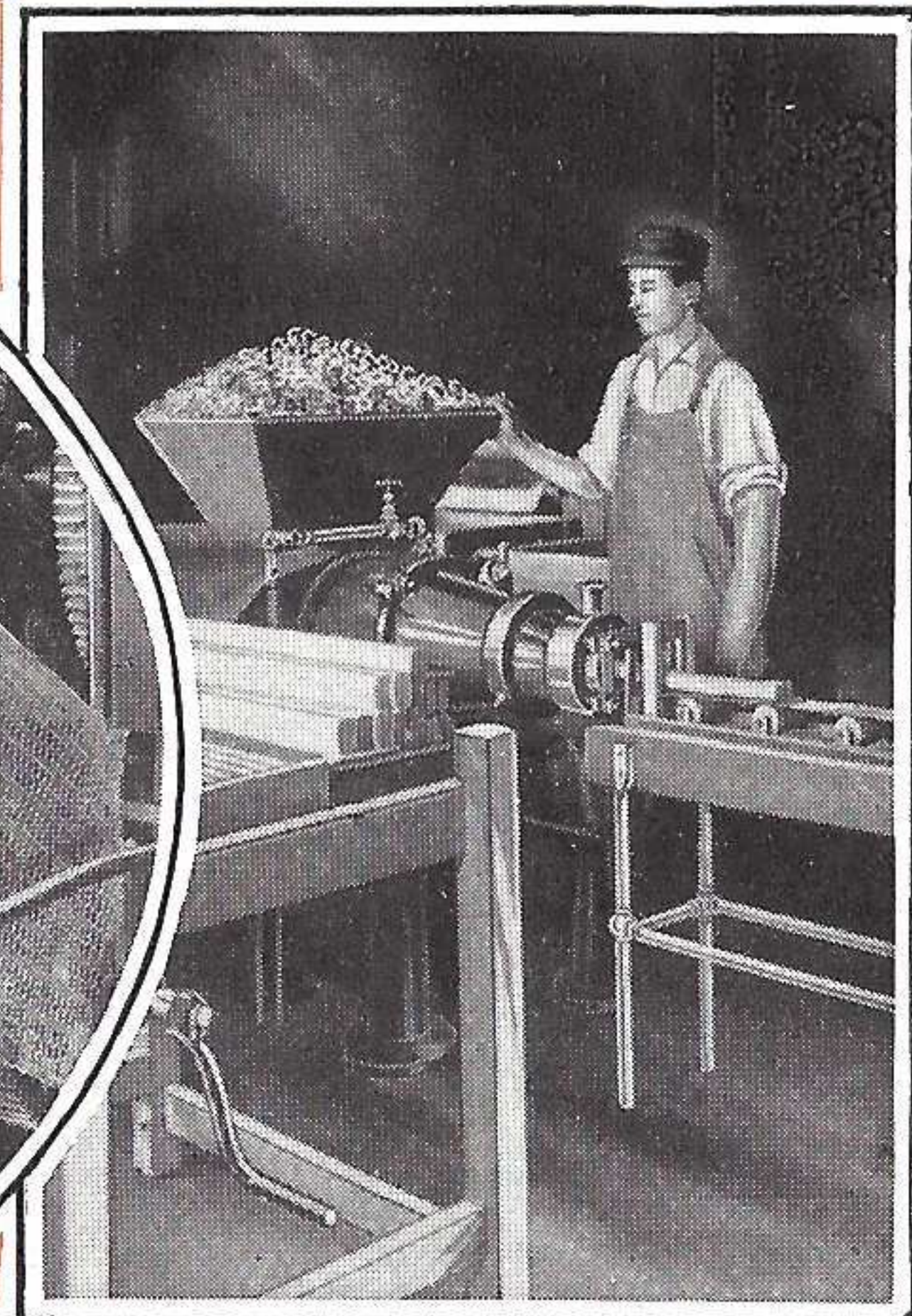




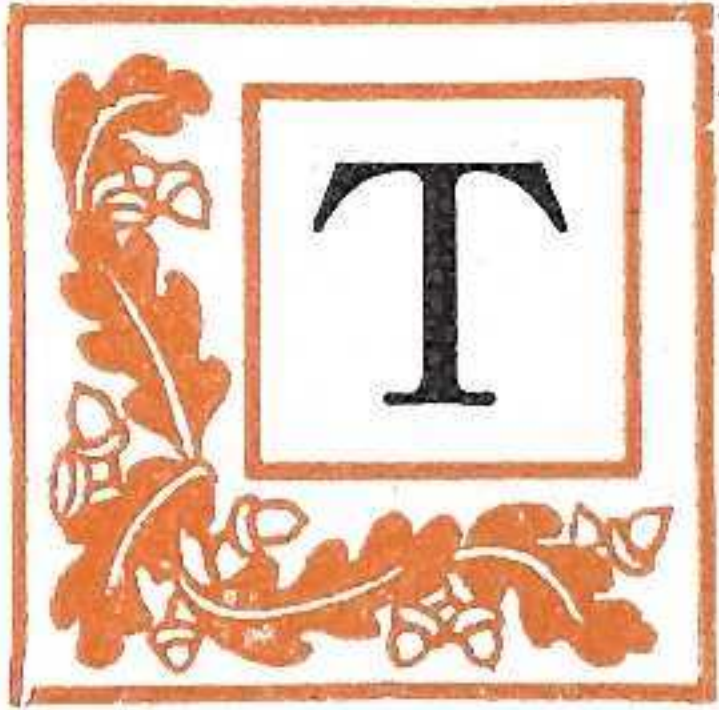
Toilet Soap Drying-Machine



Toilet Soap Milling-Machine



Toilet Soap Plodding-Machine

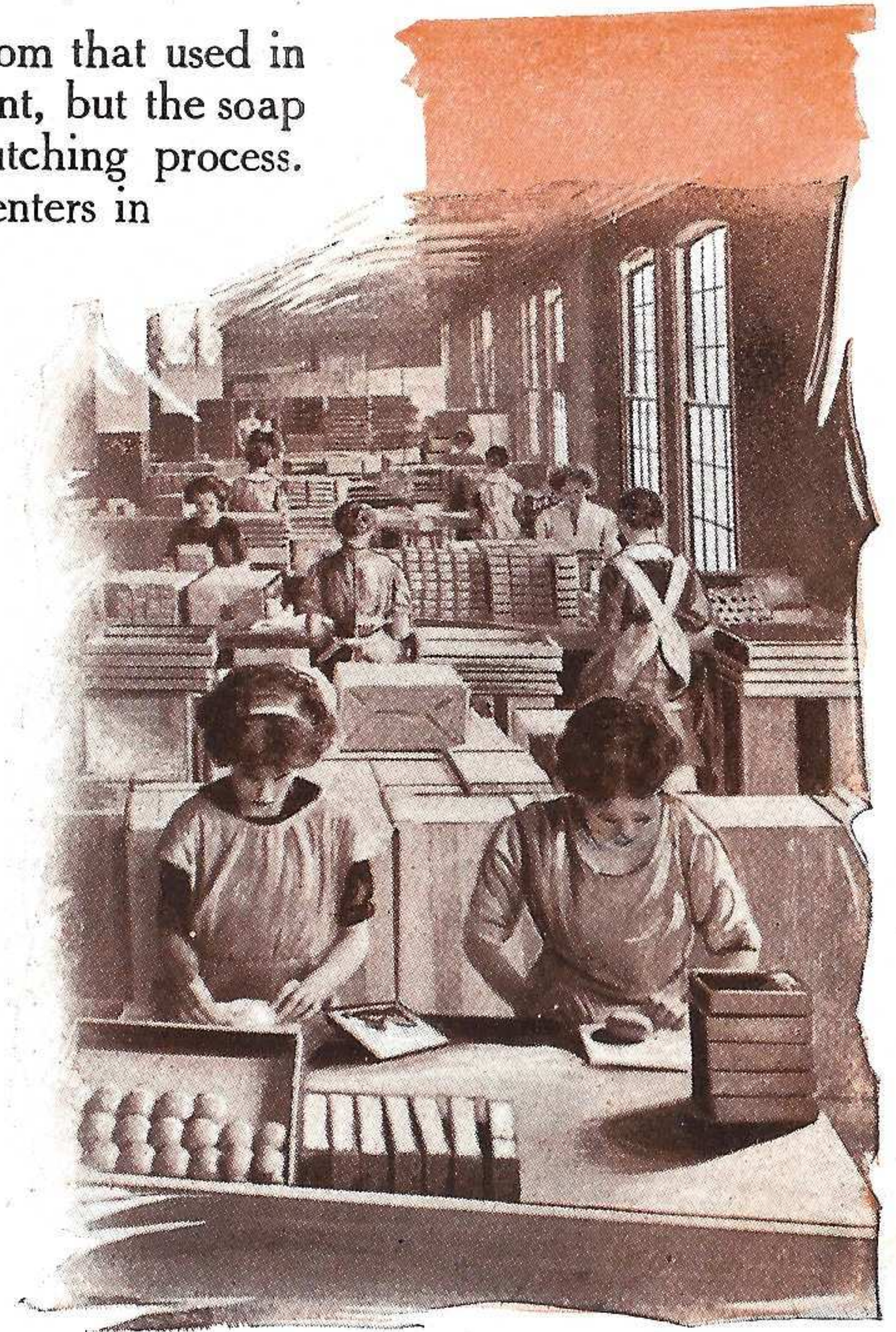


THE process of manufacturing Toilet Soap is quite different from that used in making Laundry Soap. Not only are the ingredients different, but the soap goes direct from the kettle to storage vats, omitting the crutching process. From the vats, it is pumped to Drying-Machines, which it enters in a paste-like form, and emerges in chips, hot and dry, ready for the milling process. The Milling-Machine distributes the perfume uniformly throughout the whole soap stock, and its huge granite rollers, between which the dried chips pass, give the soap that smooth, even texture and fineness characteristic of good Toilet Soaps.

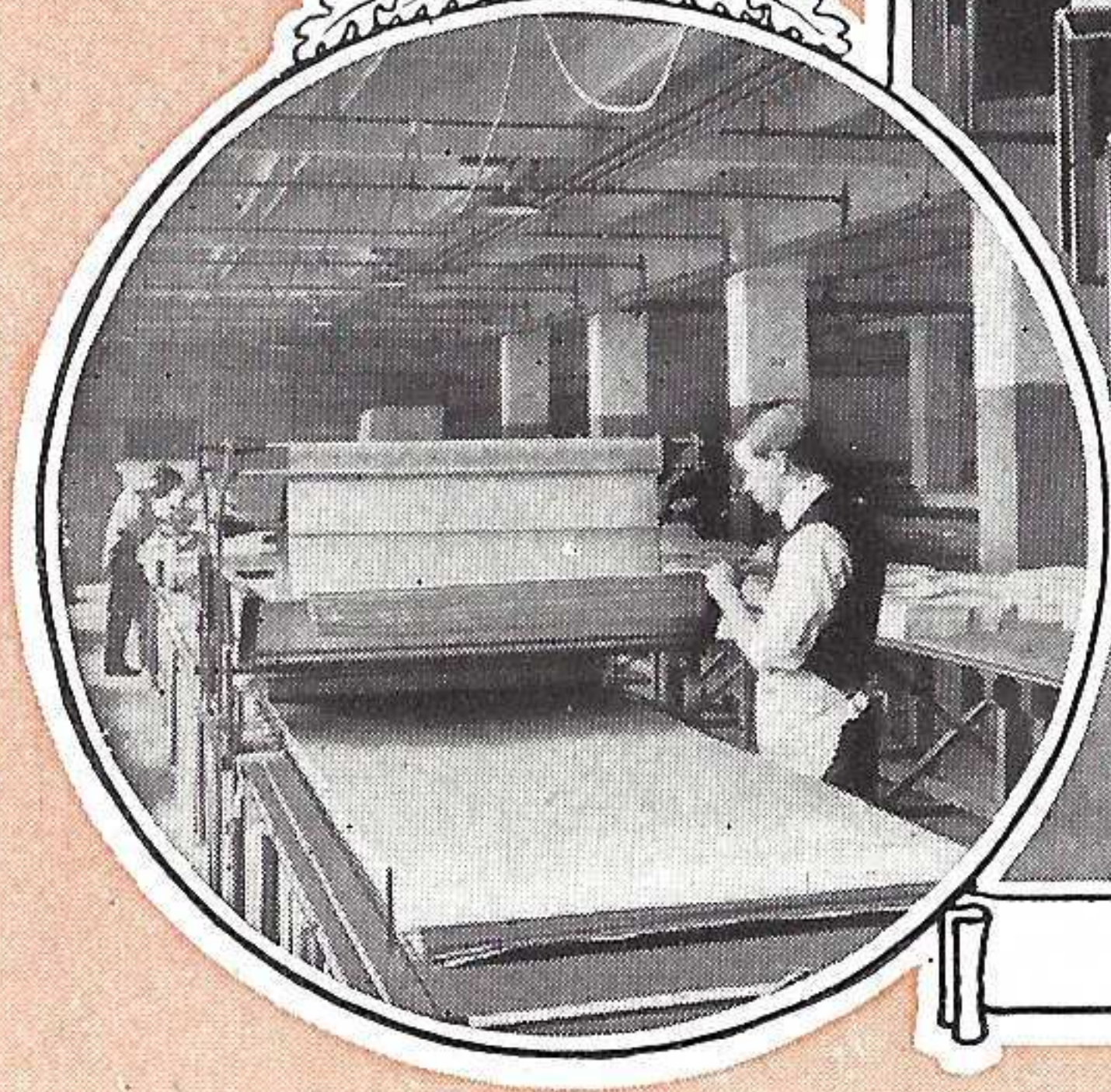
From the Milling-Machine the perfumed ribbons of soap go to Plodding-Machines where they are passed between parallel revolving screws, and forced out in a continuous semi-solid bar. The bar is cut into sections, placed on a sliding table, and cut into tablets. The tablets are pressed, stamped, and packed and wrapped by hand as illustrated below.

Since France was originally the birthplace of choice Toilet Soaps, Larkin Co. imported the finest type of Toilet Soap-making machinery direct from Paris, so that Larkin Toilet Soaps are equal to the best domestic or foreign toilet soaps on the market. They are made here in Buffalo by well-paid labor, and are scientifically saponified, medicated, and warranted thoroughly pure and genuine.

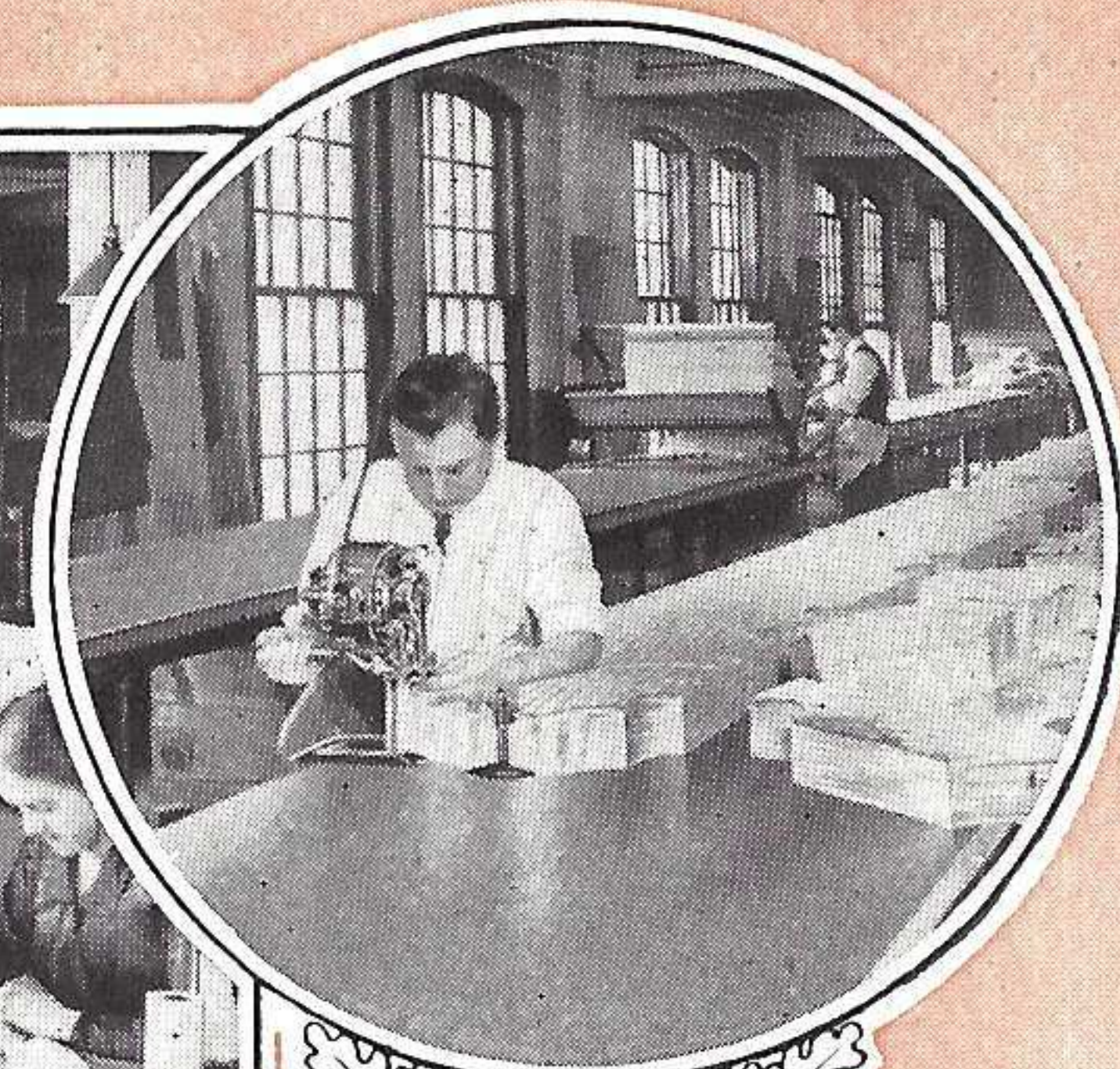
The Company makes 24 different kinds of Toilet Soaps, including daintily-wrapped and delicately-perfumed tablets, shaving soaps and cream, and a Mechanics' Paste Soap which quickly removes grease and stains from the hands of manual workers. Truly there is a Larkin Toilet Soap to suit every preference and every need!



**Mechan-
ical cloth-
layer**



Section of Machine Room



**Electric-
ally-driven
cutting-
machine**

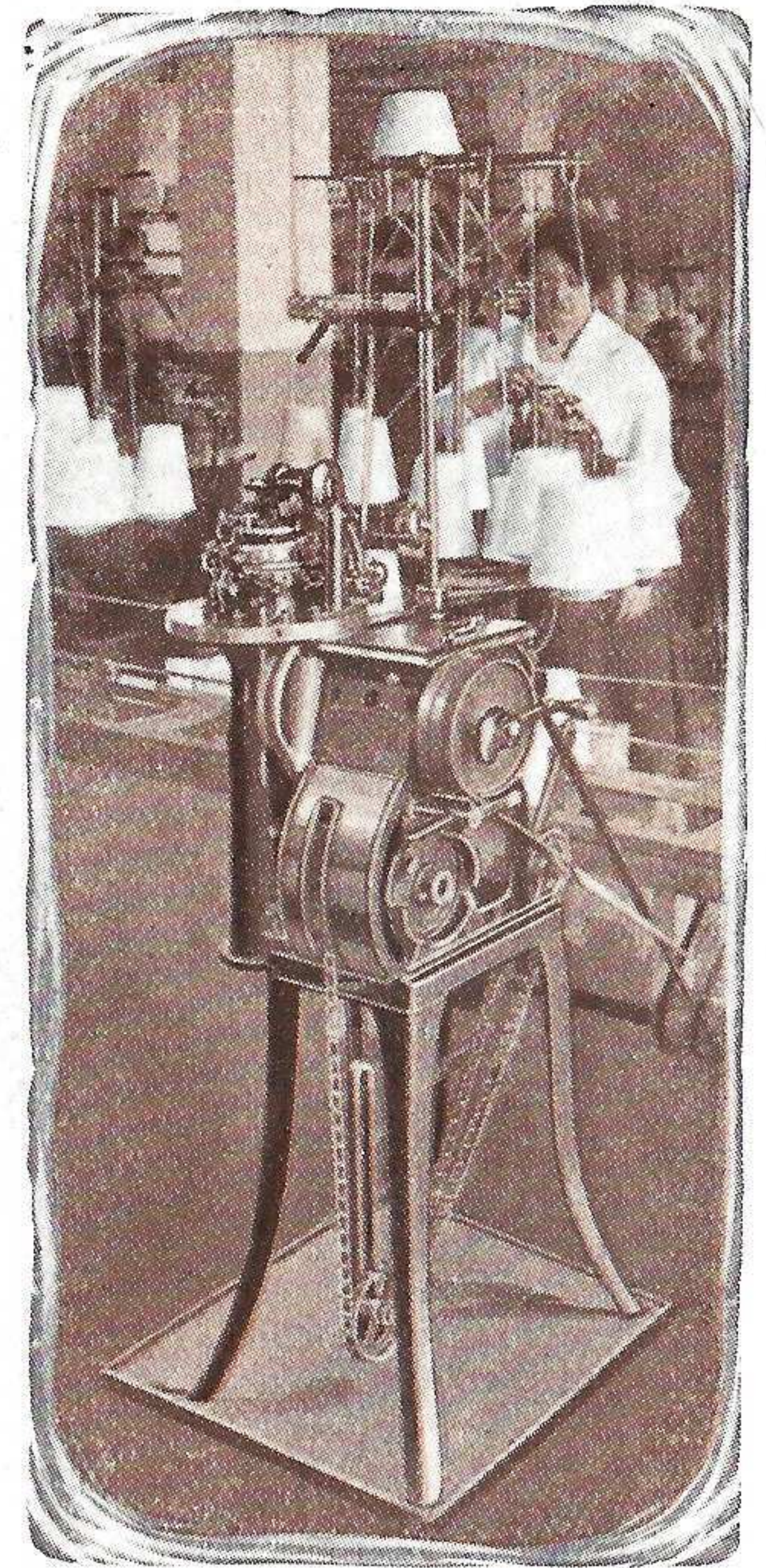


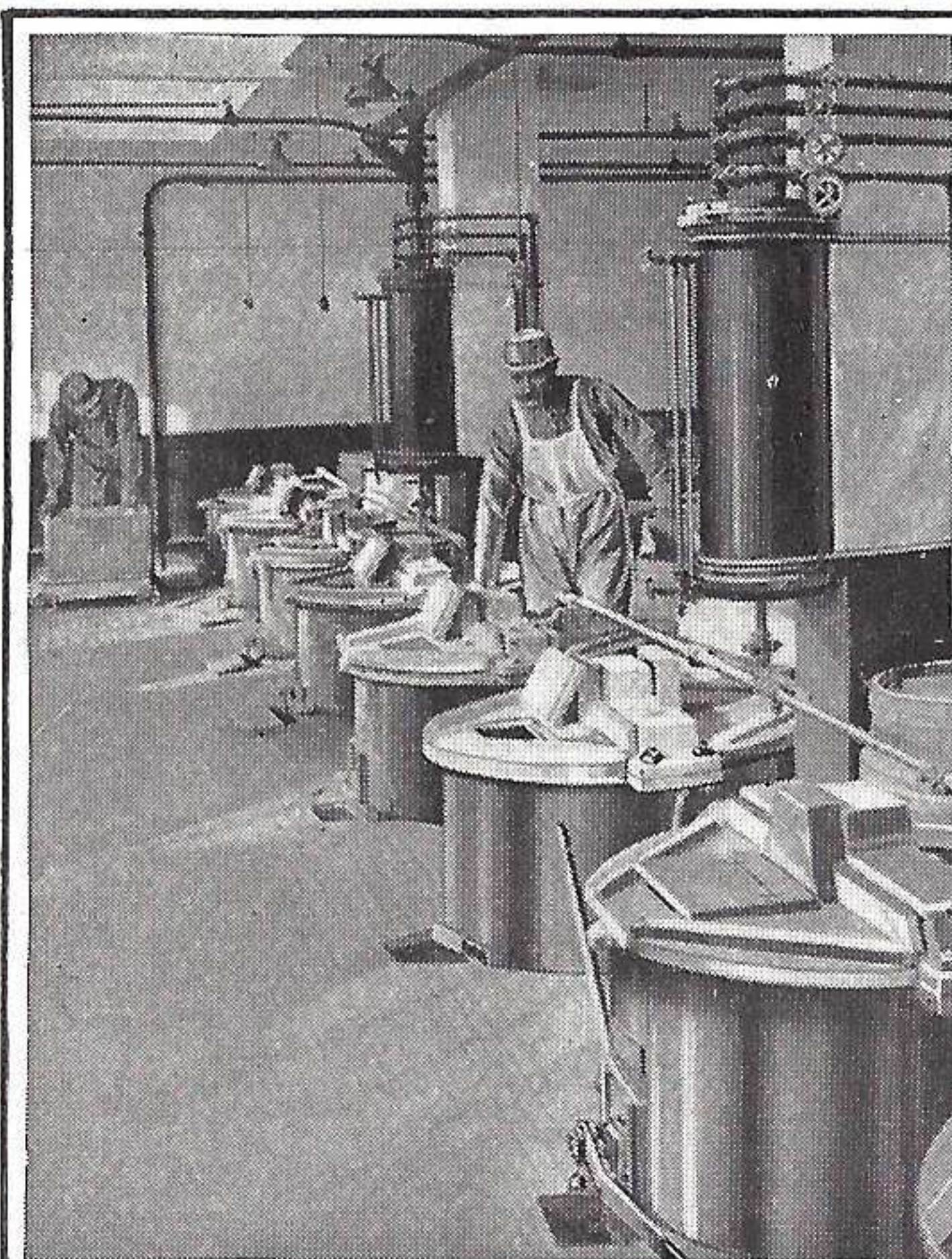
ARKIN CO. makes most of its muslin underwear, dresses and other dry goods sundries. Our small illustrations on page 40 show how layers of cloth are spread on long tables and electrically cut. The large picture of the "Machine-room" illustrates the light and airy workrooms, and their splendid equipment. They have a capacity of several thousand finished garments daily. The variety of Lingerie, House Dresses, etc. manufactured here, and the splendid values offered, can only be appreciated by a study of our Catalog. Adjoining the "Machine-room" is the Embroidery Department where special machines embroider the material from which Larkin garments are made.

We commend our illustrations to housewives everywhere, as evidence of the conditions under which Larkin employees work, and the light, wholesome, sanitary workrooms in which Larkin Products are made. Mrs. Bright said that the evident contentment of the workers, and the strictly hygienic conditions, are in striking contrast to the sweat-shop atmosphere too often associated with the manufacture of articles of feminine wear. She also said: "After seeing these dainty articles made at such reasonable prices, it seems foolish for any woman to make them by hand."

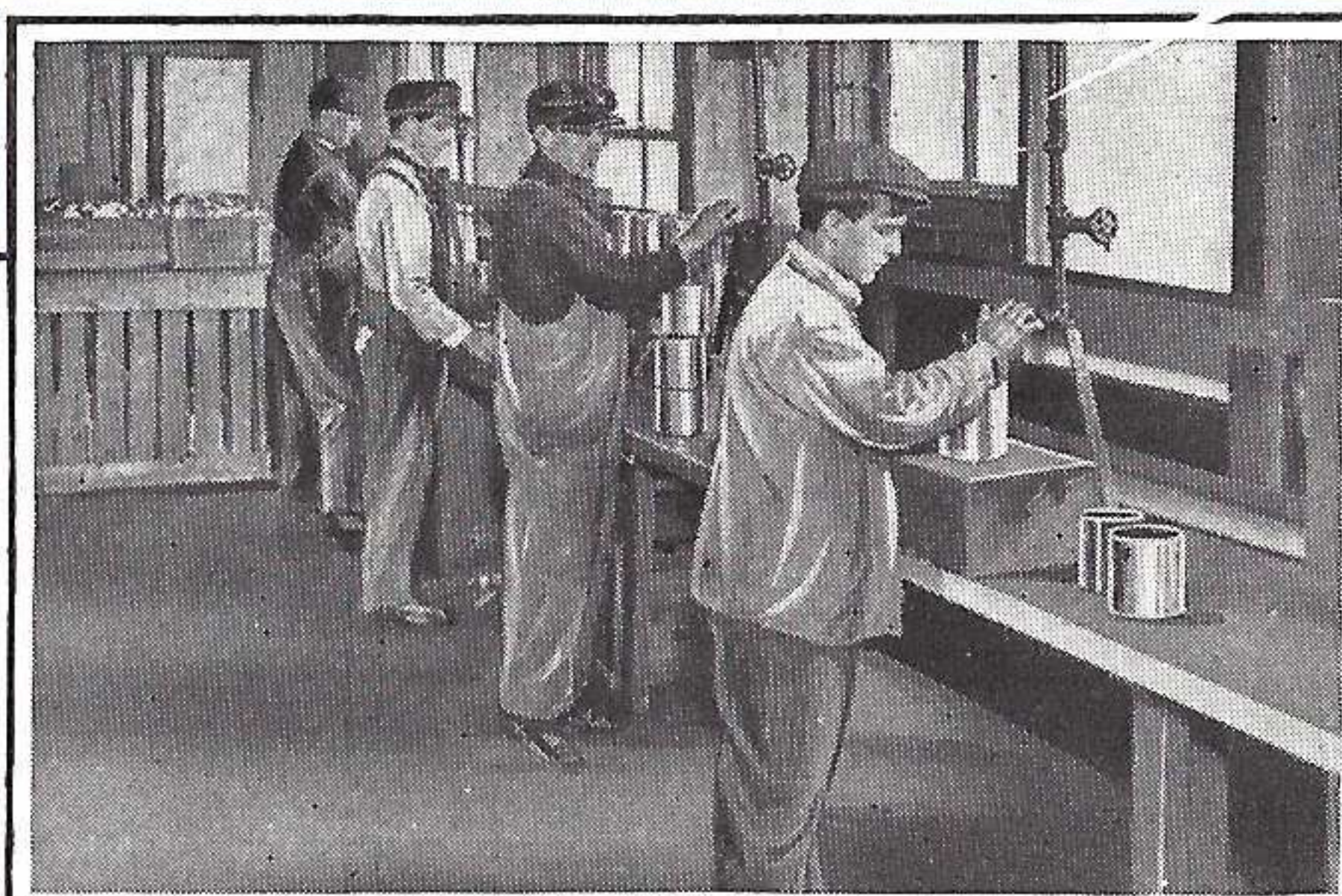
The tremendous demand for Larkin Hosiery has required the installation of approximately one hundred of the latest model knitting machines, like the one shown at the right of this page. Each machine has 200 needles, taking 280 stitches per minute or 56,000 stitches per minute just for one machine. Each machine makes a pair of stockings every eight minutes.

No more conclusive testimony can be given to the value and worth of Larkin Hosiery than the rapid growth of this department. It seems as though each satisfied customer helped to spread the tidings of the superiority of Larkin Hosiery for men and women, boys and girls. To keep pace with this rapidly increasing demand bids fair to be a severe task.

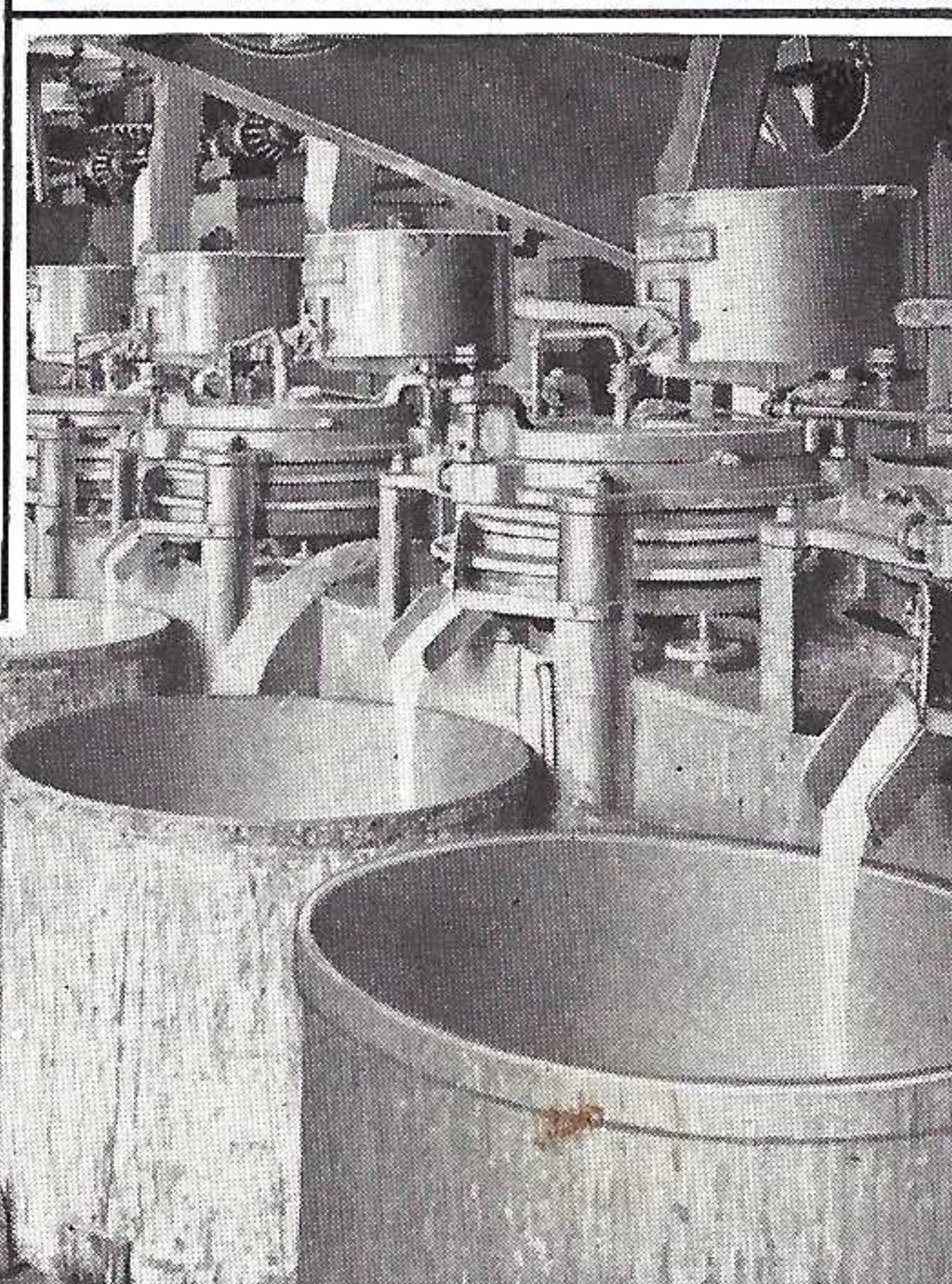




Grinding Materials for Paints



**Filling
cans of
White
Enamel**



Paints leaving Grinding-Machines



PAINTS and Varnishes are very important Larkin Products. Prolonged time-tests have demonstrated the reliability of Larkin Paints, and the strength of their colors. Testing-fences are maintained, on which to thoroughly test paints under the severest possible weather conditions. The fact that the Company uses its own paints exclusively throughout its whole plant is an all-sufficient proof of quality, to one who has been through the Factories.

The materials are carefully mixed by experienced workers, passed by gravity to the grinding-mills, and thence to "agitators" where they are thinned to the proper consistency, and given the correct shades. Paints are filled directly into cans from the agitators, which are constantly kept in motion, to insure a uniform composition of the paint filled in each can.

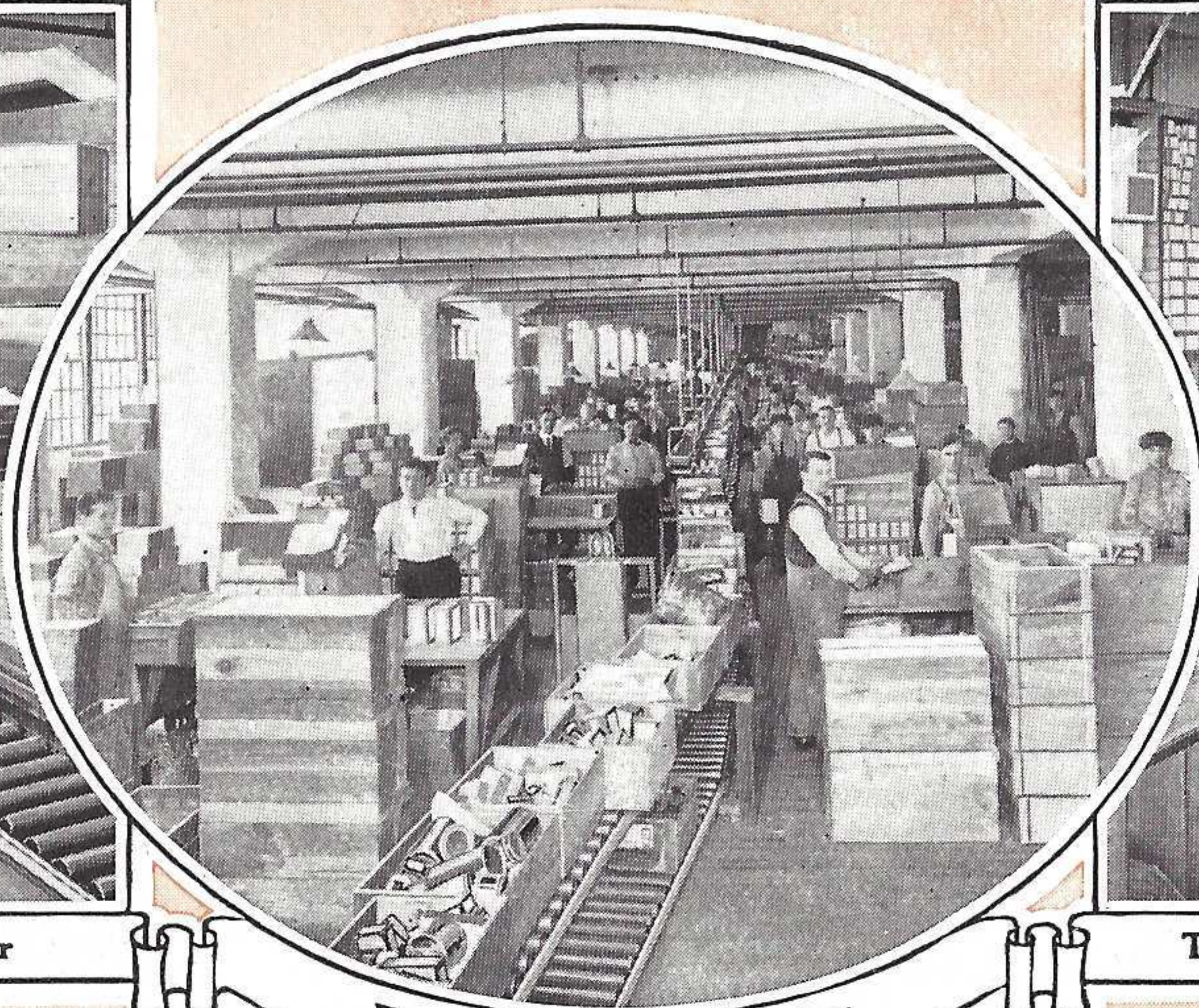
Frequently, Larkin customers write saying that they have used Larkin Paints exclusively in re-decorating their homes—both interior and exterior. And the painters employed to do the work have often voluntarily expressed their appreciation of the high quality of Larkin Paints and Varnishes. For instance, Mrs. M. G. Jones, Fords Store, Md., says: "I have had my house painted with Larkin Paint, and employed a first-class painter to do the work. He says it is the best Paint he ever spread." Another customer, Mrs. David J. Middleton of Edwardsville, Pa., writes: "I believe your Paints are the best on the market." Still another customer in Wilmington, Delaware, states: "Our house is beautiful. My son says he never used better Paint. The painter that helped says it is very nice."

A Paint Color Card showing the different varieties and colors of Larkin Paints is given to visitors, or mailed to inquirers, on request.





The start of the order



Final checking and packing



The progress of the order



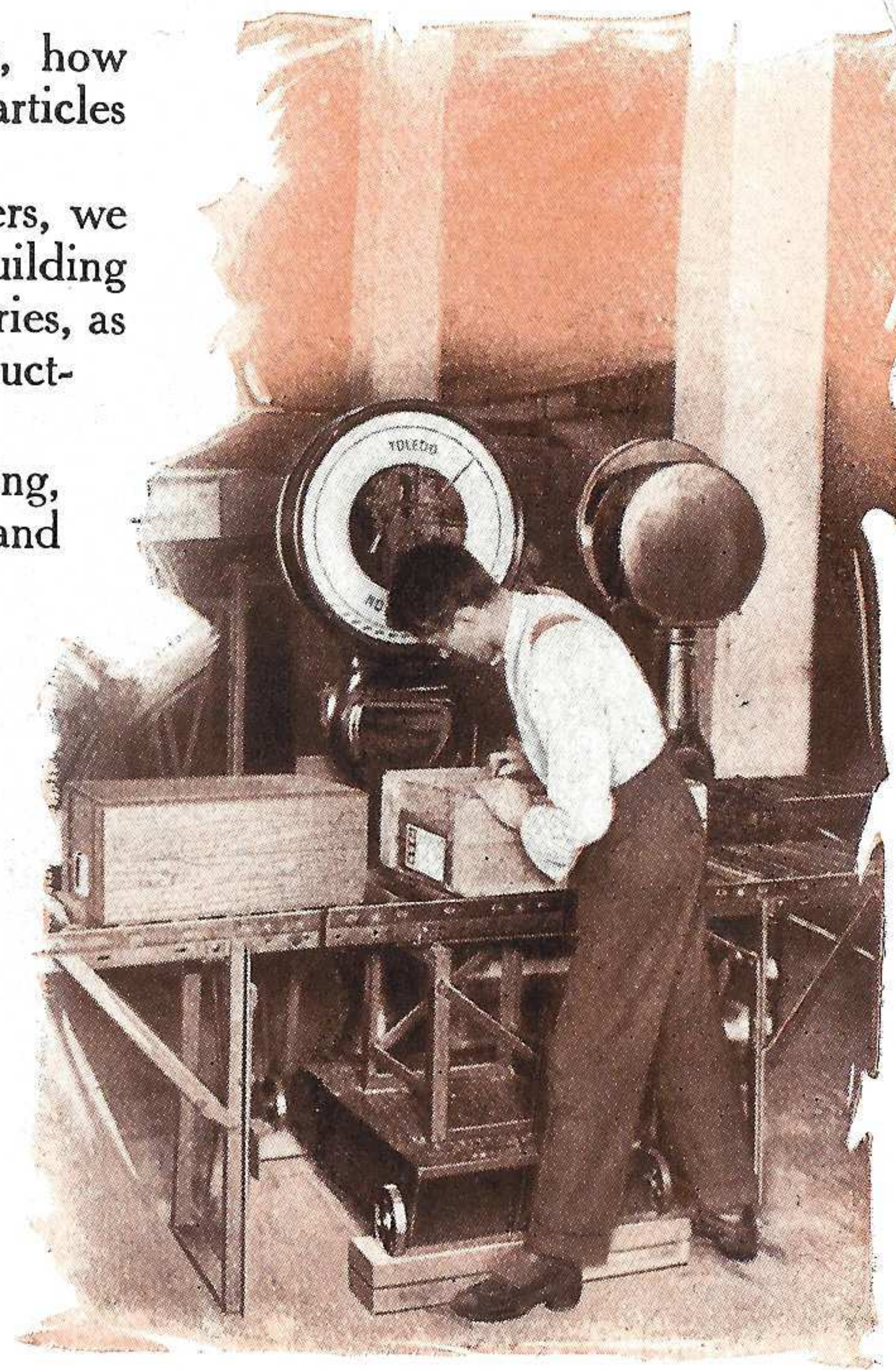
WITH over 600 Products, and over fifteen hundred Premiums, how do you know that each shipment contains all the different articles ordered, in just the right quantity? asked Mrs. Bright.

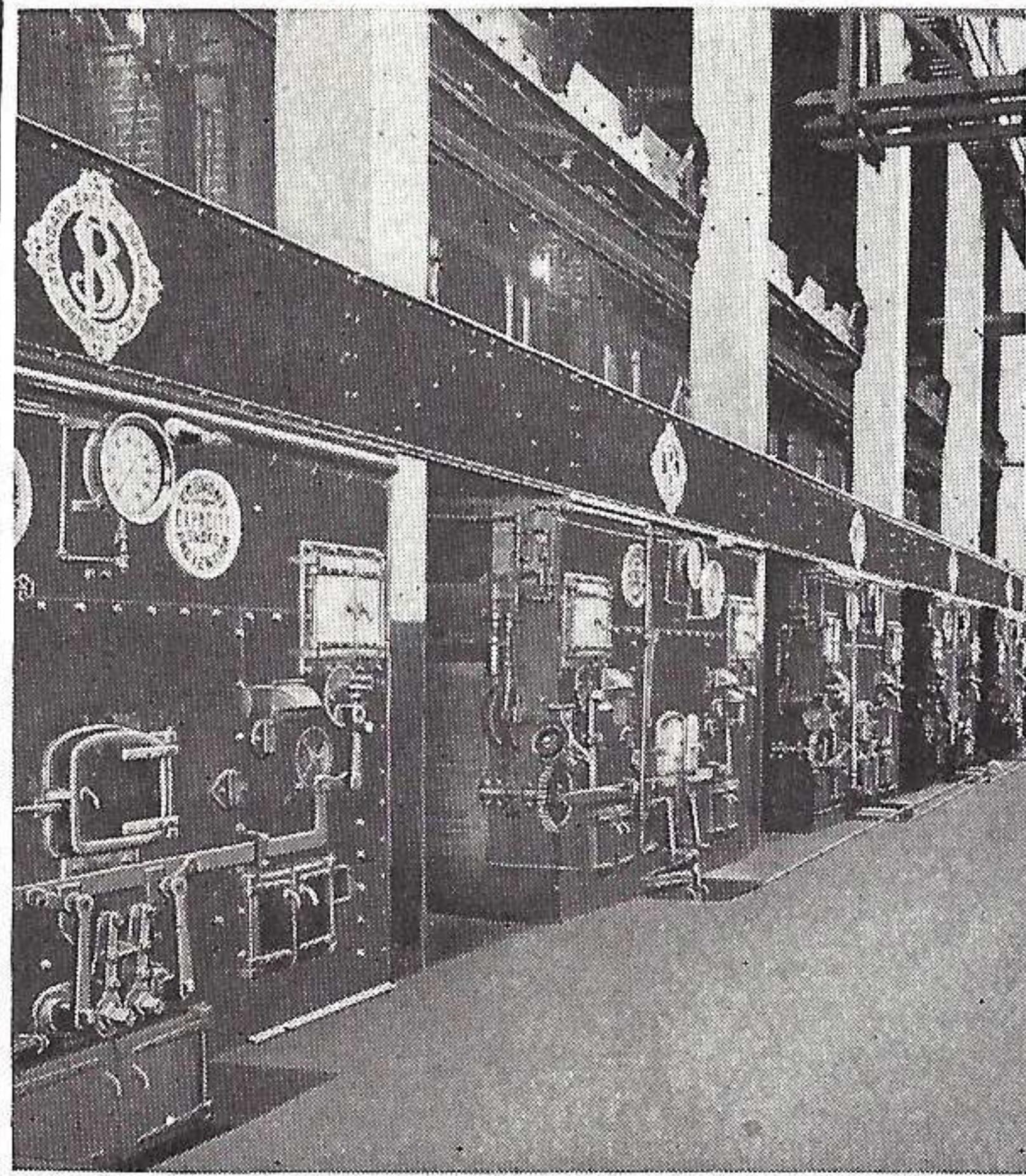
Because this question puzzles many Larkin customers, we took Mrs. Bright to the Larkin Terminal Building. This building is not usually included in the Trip Thru The Larkin Factories, as our visitors usually find sufficient that is interesting and instructive in the Factories alone.

The Larkin Terminal Building is a huge structure devoted to assembling, packing and shipping Larkin orders. When the order has been checked and verified in the Administration Building, it is passed via the Shipping Office to the sixth floor of the Terminal Building, where a box-man places upon an automatic roller conveyor a box of the size which the office calculated is required. A picture on the opposite page shows the box starting on its gravity journey on the rollers of the automatic conveyor.

The picture on the right, opposite, shows how the conveyor carries the box between two rows of booths in which are experienced selectors, each of whom in turn places in the box such goods as the order demands of her booth. Thus the box descends to the third floor, illustrated in the large picture opposite.

Here it is taken from the conveyor, and all its contents carefully checked with the order and then finally packed, and returned to the conveyor, ready to be closed, and weighed. Larkin Co. not only guarantees its Products and Premiums to satisfy, but also unconditionally guarantees their safe arrival at the home of the purchaser. This exceptional care taken in filling orders explains why Larkin customers seldom have cause to complain.

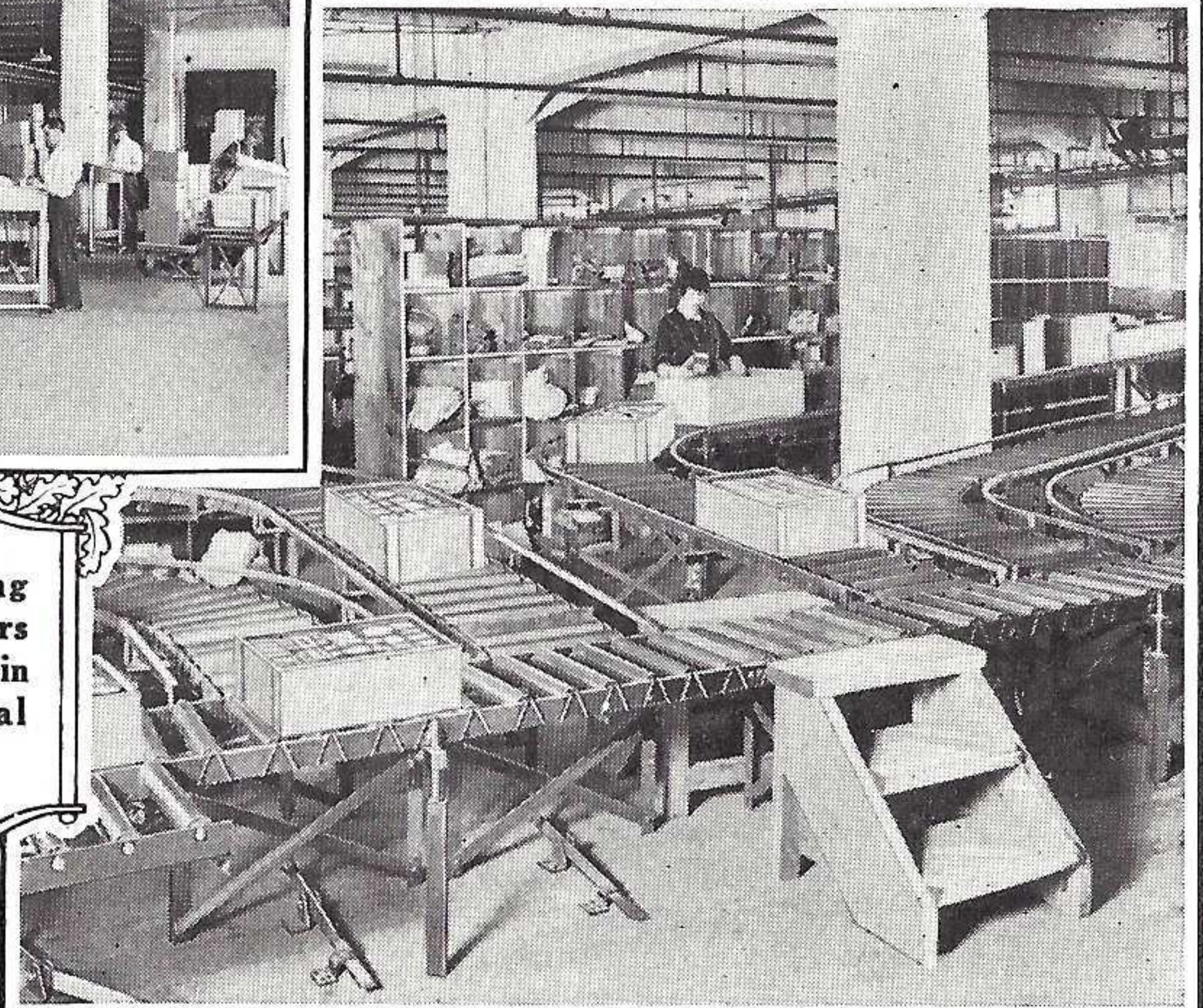




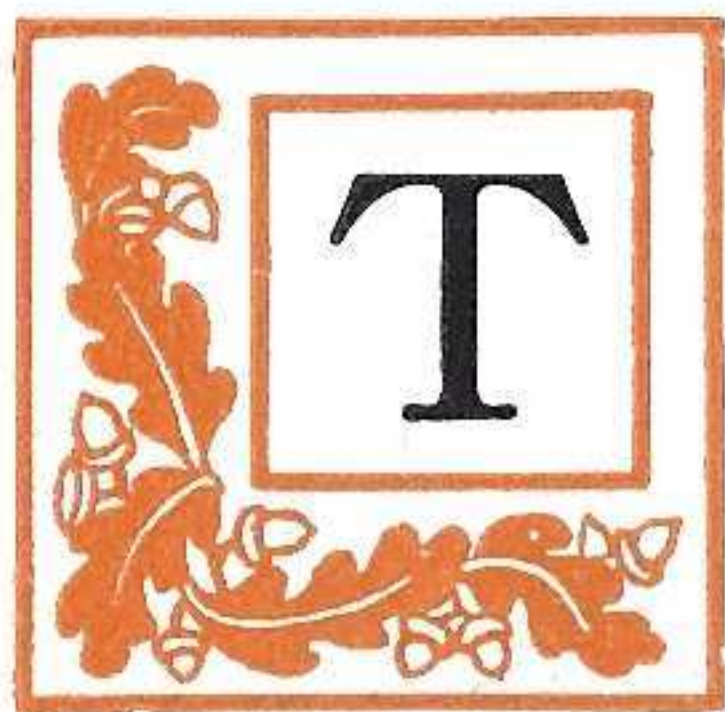
The great Battery of water-tube Boilers



**Loading
freight-cars
in the Larkin
Terminal
Building**



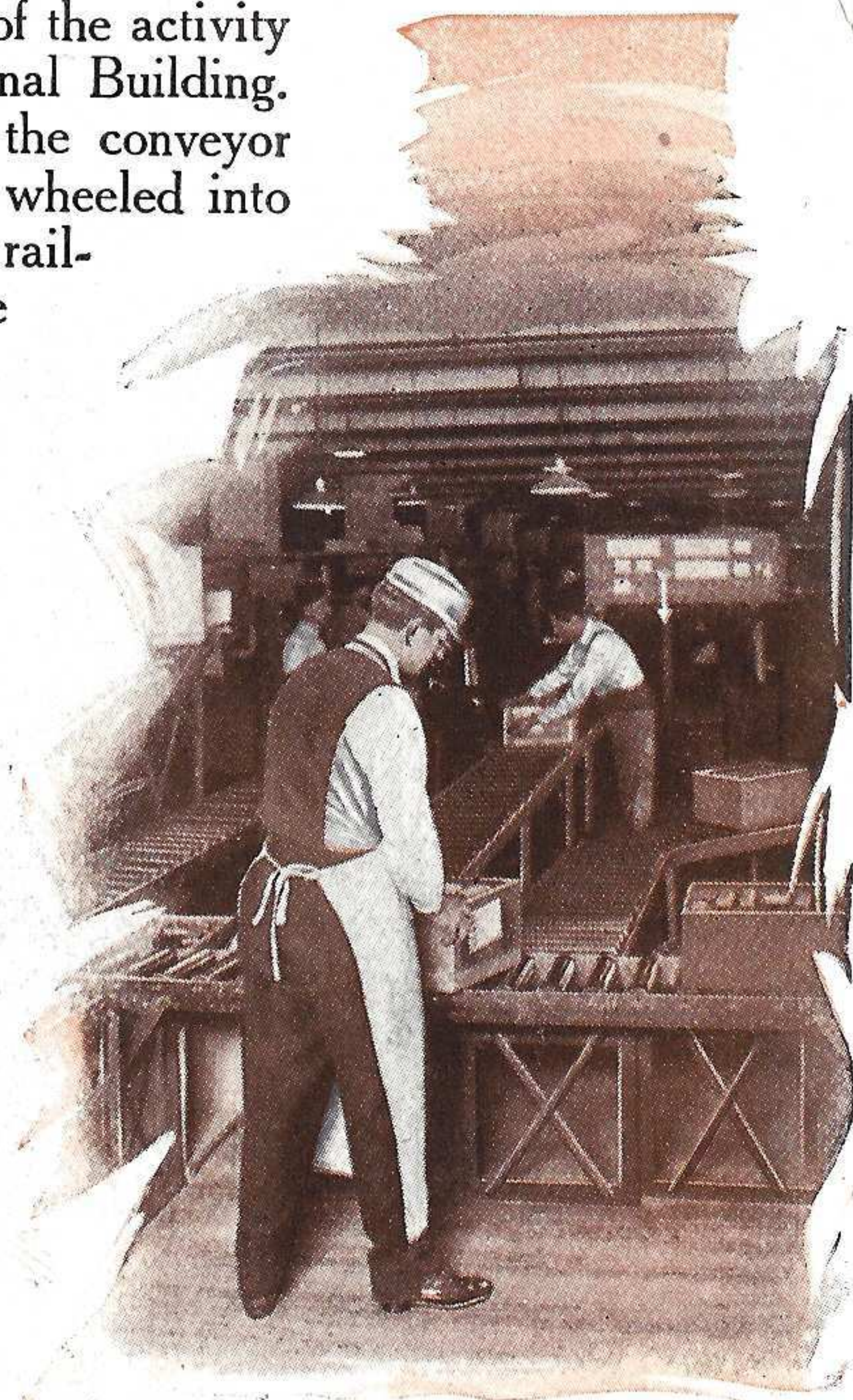
Where small Premiums are packed with Products



THE pictures on the opposite page will convey a slight impression of the activity always to be found on the train floor of the great Larkin Terminal Building. As the strongly-packed, carefully-addressed boxes descend on the conveyor from the busy departments above, they are placed on trucks and wheeled into freight-cars. Connections are maintained with all the different railroads and, with our own private tracks, the shipping facilities are unexcelled.

The illustration at the top of page 46 shows some of the freight-cars being loaded. A special engine, "Larkin The First," shown on page 48, is used for hauling freight-cars to the main-lines. Weights are carefully scrutinized. The Company's side-tracks have scales on which every empty car, after being cut out from the train, is weighed. Inward and outward shipments are kept entirely separate on different tracks.

The power by which the Larkin Factories are run is applied electrically, enough current being generated in the Power-House to furnish light for a city of 25,000 inhabitants. There are 20 safety boilers of 500 horse-power each, and so complete are the mechanical devices for handling the immense quantity of coal needed for these boilers and the cinders resulting from its consumption, that the work is done by two men. One operates the great crane that lifts the coal from the pit into which it is dumped from the coal-cars and conveys it to a high bin at the rear of the Power-House. From the bin the coal descends into a trolley car that runs above the different furnaces. This car's capacity is $2\frac{1}{2}$ tons. The furnaces are stoked automatically and as the coal is consumed, the cinders drop into a car that runs to the cinder pit. When the pit becomes full, it is emptied by the electric crane.



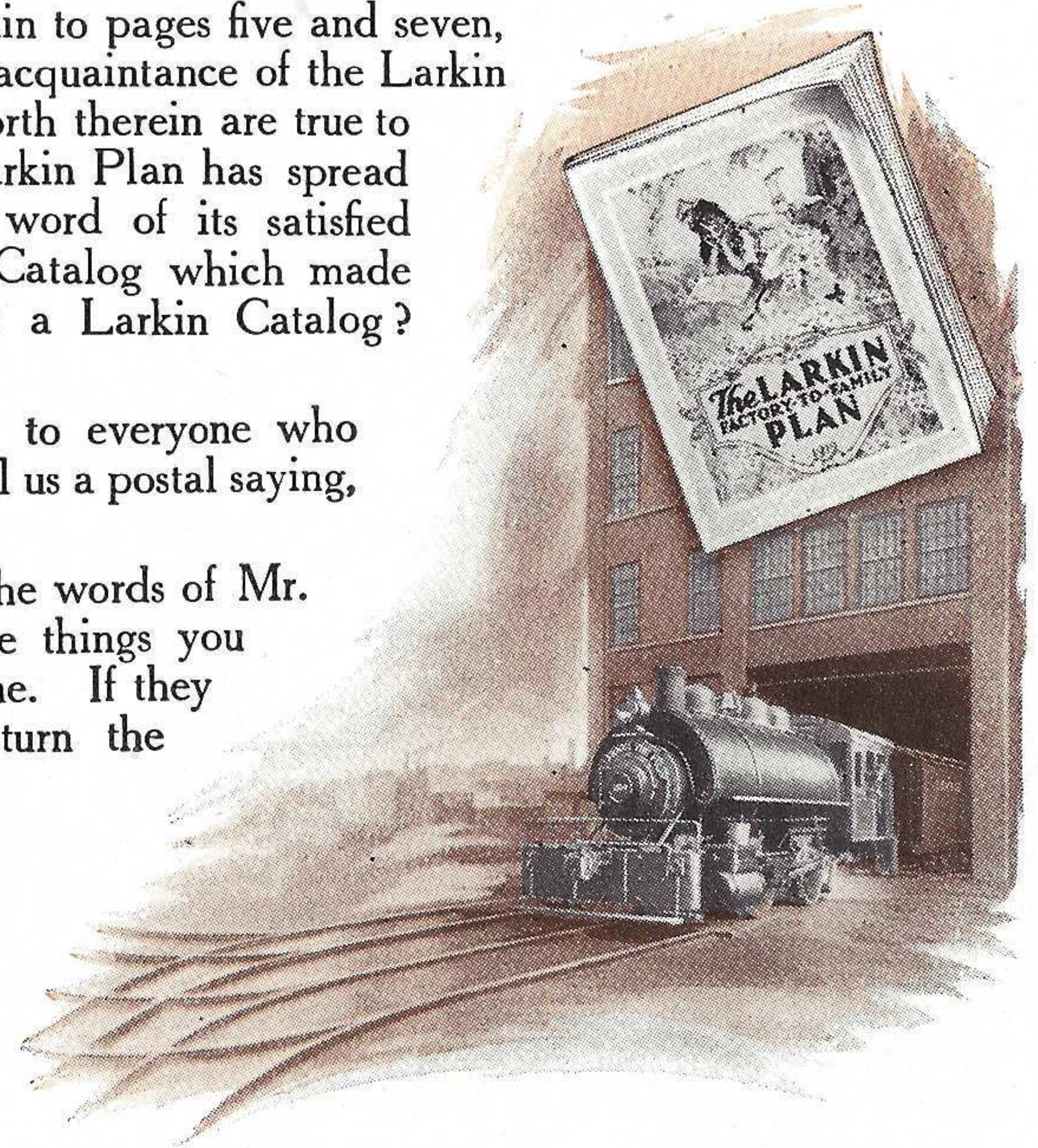


IN conclusion, may we ask the reader to turn again to pages five and seven, and read how Mr. and Mrs. Bright made the acquaintance of the Larkin Factory-to-Family Plan? The incidents set forth therein are true to life—two million times true to life—for the Larkin Plan has spread over the continent, largely by the spoken word of its satisfied customers. It was a casually-given Larkin Catalog which made Mrs. Bright acquainted with us. Have you a Larkin Catalog?

There is a copy for you.

The Larkin Catalog is freely given to visitors, and indeed to everyone who requests it. If you do not possess a copy, all you need do is mail us a postal saying, "Send me your Catalog." It will be sent to you promptly.

And when it reaches you, may we bid you keep in mind the words of Mr. Bright (page 5), "Send a \$10 Larkin Order. Select only the things you now buy at stores, and examine them carefully, when they come. If they are all right, we'll send the \$10—if they are not, we'll return the goods. We can't lose anyway." And later (page 7), "Let us take full advantage of the Larkin Factory-to-Family Plan now that we know it to be good."




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Posted on: January 18, 2020

Edited by: Brian D. Szafranski
Elma New York USA

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YOUR TRIP THRU THE LARKKIN FACTORIES